A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

June 24, 1963

## U.S. exhibits draw Spanish buyers

# Business Bulletins *from around the world*

**ANGOLA**—1963 coffee crop estimated to be approaching 192,000 metric tons, but exportable production from this crop not yet predictable.

**BASUTOLAND**—Reasonably good crops expected in wake of drought-alleviating rains. Demand for mohair and wool exports remains strong.

**BELGIUM**—January-April coal production totaled 7.4 million metric tons compared with 7.1 million for same 1962 period. Stocks at all-time low of less than 800,000 metric tons. Labor force in coal mines dropped to about 83,000 at end of April, down 1,500 from first of year.

National income in 1962 estimated at $9.48 billion, $660 million above estimate for 1961.

**CEYLON**—Dover Trading Co. of U.S. gets Ceylon Government approval for establishing enterprise to freeze and export lobster tails to United States. American firm reportedly to hold 51% of equity.

**COLOMBIA**—Group of local businessmen and industrialists announces formation of Institute of Technical Standards (Instituto Colombiano de Normas Tecnicas—INCONTEX). Institute to set standards for weights and measures, adopt series of international standards on quality, consistency, and other specifications.

**DENMARK**—U.S. Embassy reports $15 million bond issue for City of Copenhagen recently floated on New York market on May 21; 15-year, 5¾% obligation offered at 98.23. This brings to about $75 million total amount borrowed by Danish government, municipalities, and telephone companies on U.S. market so far this year.

**FRANCE**—Gold and foreign exchange reserves rose $150 million in May to $4.2 billion.

New U.S. shares traded at Paris Stock Exchange are Gillette; Merck, Sharp, & Dohme; Monsanto; and Philip Morris. Already listed are American Telephone & Telegraph, du Pont, Eastman Kodak, Ford, General Electric, General Motors, Goodyear, Procter & Gamble, and Standard Oil Company (N.J.).

Teleregister Corp., Stamford, Conn., establishes "Teleregister—France," Paris, to produce automatic centralizers.

**INDONESIA**—Tokyo press reports indicate Japan will make additional payments to Indonesia amounting to $15.8 million under reparations agreement for Mar. 15, 1963-Mar. 31, 1964. About $13.7 million to cover industrial and agricultural machinery, automobiles, marine engines, and Japanese assistance for various construction and development projects; about $2 million is for training Indonesians in Japan.

**LEBANON**—Imported yellow corn now free of duty. Other varieties remain dutiable at previous rate of 11% ad valorem.

**LIBYA**—Trade agreement with Soviet signed (Baida) May 30. USSR reportedly to import next year 3,000 tons of peanuts, 400 tons of wool, 500 tons of tobacco, 400,000 hides, plus lemons and sardines. Libya to take unspecified amounts of agricultural machinery, bulldozers, equipment for light industry, cotton manufactures, sugar, and other goods "useful to Libyan economy."

**MAURITIUS**—Governor to introduce legislation for fostering secondary industry and creating Agricultural Marketing Board to encourage domestic cultivation of foodstuffs. Measures would also implement land distribution to small tea planters.

**NIGER**—Hunt Oil Co. undertaking 5-year oil prospecting program. Total cost estimated at $10 million.

**PAKISTAN**—Japanese survey team recommends establishment of agricultural machinery and equipment plant at Lyallpur to make power-threshing machines, garden tractors, and farm engines as well as simple hand and animal-powered implements. Pakistan's 1962 imports of such equipment, amounting to about $14 million, supplemented expanding local factory production of some $2 million, and other significant but unrecorded small-scale village output.

**PHILIPPINES**—Draft trade agreement with Indonesia recently approved, calling for increased purchases of goods by both countries, creation of joint commission to improve marketing of copra and other coconut products, and program of technical, cultural, and economic cooperation. Closer economic and political relations being forged among Philippines and other Malay states of Southeast Asia.

Philippine Civil Aeronautics Board authorized Pan American Airlines to operate third frequency into Manila beginning July 1. Board previously granted third frequency to Northwest Airlines.

**SWITZERLAND**—Self-service stores and supermarkets garnered 65% of total 1962 retail food sales (except of bread, meat, and dairy products). Number of such stores increased from 19,133 in 1961 to 19,260 (1,336 per million of population) by end of 1962.

Ring hotel chain of Switzerland and Investment Finance Co. of New York to build 4 luxury residential hotels in Jerusalem, Tel Aviv, Haifa, and Herzliya, respectively. Cost estimated at $12 million.

**TANGANYIKA**—Country's first plastic factory—Tanganyika Tegry Plastics Ltd.—starts production in Pugu Road, Dar es Salaam. Plant owned by Government and Amgat Plastics, Ltd., Israel. Total cost estimated at £60,000 ($168,000).

**TUNISIA**—Investment Guarantee Agreement signed with Netherlands and new protocol to Swedish-Tunisian Trade Agreement of 1960 is adopted. Tunisian delegation reportedly to visit Rome to revise Italian-Tunisian Trade Agreement of 1961. Tunis completing negotiations for $2.75 million loan agreement with German Bank for Economic Development.

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## the cover

The electric saw being demonstrated at the June 1-20 International Samples Fair in Barcelona was one of many exhibits which attracted visitors and buyers. Latest reports indicated that sales were good for the U.S. firms which participated. U.S. manufacturers are also expected to encounter good sales possibilities this fall at Trade Center shows in Bangkok, London and Frankfurt. See pages 11-12.

# International Commerce

*formerly* FOREIGN COMMERCE WEEKLY

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# U.S. foreign trade running slightly ahead of 1962 level, despite dock strike's effect

## Sales increase to all areas except Latin America and Near East; imports dip below $16.5 billion annual pace of last half of 1962

Seasonally adjusted values of both U.S. exports and imports, at annual rates, were slightly above the 1962 totals in the first 4 months of this year.

Exports, excluding military grant-aid, were at a seasonally adjusted annual rate of $21.1 billion in January-April. This exceeded the 1962 total for the same period by about 1% and equaled the record rate set in the first half of last year when exports were affected by special factors, including inventory purchasing by Canada and forward buying by the European Economic Community because of impending increases in their external duties.

In February-April 1963, the level of exports reflected adjustments in trade following the small January movement when shipping on the Atlantic and Gulf coasts had been drastically curtailed by the dockworkers' strike. Although the value of April exports dropped below February-March levels, it remained appreciably higher than April 1962.

The current trend in U.S. exports remains difficult to determine because of the special effects of the January strike, but the relatively high export level of the first 4 months, in the aggregate, suggests recovery from the dip in the second half of last year. Signs of increased economic activity in major foreign markets, notably Canada and Japan, also may be forerunners of further export advances.

Imports in January-April 1963 were at a seasonally adjusted annual rate of $16.5 billion, off slightly from the peak rate of the second half of last year.

The import monthly trend early in 1963 was very similar to that for exports, although the dock strike's effect on imports was less drastic. The arrest in import expansion is probably temporary. Advances in U.S. industrial production, such as occurred in February-May, usually are closely followed by expanded imports of industrial materials.

The excess of exports over imports in January-April 1963 was at a seasonally adjusted annual rate of $4.6 billion, about the same as the 1962 level. In the first 3 months of the year, the merchandise trade balance was somewhat lower; and the U.S. balance of payments deficit, seasonally adjusted, was $3.3 billion, on an annual basis, compared with $2.2 billion for the full year 1962.

### Familiar pattern

The pattern of U.S. commodity trade in January-April 1963 was fairly close to that in the corresponding 1962 period.

Exports of foods, beverages, and tobacco were about 4% higher than a year earlier, mainly because of higher sales abroad of rice, vegetables, and animal feeds. Advances in exports of industrial raw materials principally reflected increased shipments of soybeans. Cotton shipments were relatively low, as they had been a year earlier. Exports of coal and petroleum products made substantial

**TABLE 1.—U.S. Merchandise Trade**
**(Billions of dollars)**

| | Annual | | Annual rate, seasonally adjusted | | |
|---|---|---|---|---|---|
| | | | 1962 | | 1963 |
| | 1961 | 1962 | Jan.-June | July-Dec. | Jan.-April |
| Exports, excluding military grant-aid | 20.2 | 20.9 | 21.1 | 20.8 | 21.1 |
| Financed by Government [1] | 2.2 | 2.3 | 2.2 | 2.4 | n.a. |
| Other | 18.0 | 18.6 | 18.9 | 18.4 | n.a. |
| General imports | 14.7 | 16.4 | 16.1 | 16.6 | 16.5 |
| Excess of exports, excluding military grant-aid, over imports | 5.4 | 4.5 | 5.0 | 4.2 | 4.6 |
| Excess of exports, excluding all Government financed, over imports | 3.3 | 2.2 | 2.7 | 1.8 | n.a. |

[1] Exports financed by Government grants and capital, including Export-Import Bank loans, as estimated by the Office of Business Economics. n.a. Not available.

**TABLE 2.—U.S. Merchandise Trade, by Major Commodity Grouping**
**January-April 1963**

| | Exports of domestic merchandise (2) | | Imports for consumption | |
|---|---|---|---|---|
| SITC Major Grouping [1] | Million dollars | Percent change from Jan.-Apr. 1962 | Million dollars | Percent change from Jan.-Apr. 1962 |
| Food, beverages and tobacco | 1,224 | +4.2 | 1,202 | +3.2 |
| Industrial raw materials | 851 | +2.7 | 940 | −3.9 |
| Fuels and related materials | 271 | +17.3 | 678 | +7.6 |
| Machinery and transport equipment [2] | 2,184 | −2.2 | 595 | +4.9 |
| Other manufactured goods | 1,793 | +0.4 | 1,808 | +1.4 |

[1] U.S. foreign trade data are arranged by Standard International Trade Classification, beginning January 1963.
[2] Export data exclude "special category" items.

**TABLE 3.—U.S. Merchandise Trade, by Major Areas January-April 1963**

| | Exports, including reexports [1] | | General imports | |
|---|---|---|---|---|
| | Million dollars | Percent change from Jan.-April 1962 | Million dollars | Percent change from Jan.-April 1962 |
| Major industrial areas: | | | | |
| Western Europe | 2,204 | +2 | 1,473 | −1 |
| European Economic Community | 1,239 | +1 | 757 | −4 |
| United Kingdom | 354 | −1 | 324 | —— |
| Japan | 534 | +3 | 465 | +18 |
| Canada | 1,226 | +2 | 1,162 | +6 |
| Other areas: | | | | |
| Latin American Republics, excluding Cuba | 974 | −8 | 1,164 | −1 |
| Near East [2] | 244 | −23 | 100 | −8 |
| Far East, excluding Japan | 931 | +20 | 597 | +8 |
| Africa [2] | 235 | −3 | 256 | +2 |

[1] Excludes "special category" exports, not reported by country.
[2] U.A.R. (Egypt) is included in Near East, excluded from Africa.
[3] April export date estimated.

gains. Shipments abroad of machinery and transport equipment were lower than in the first 4 months of 1962. Machinery exports were little changed, but aircraft deliveries were below their high level of January-April 1962.

Food imports were greater in January-April 1963, largely because of increased receipts of meats and sugar. Imports of industrial raw materials were down, with the reduction mainly in copper and iron ore, but petroleum imports rose. Machinery and textile imports also advanced further.

### Regional trade

U.S. merchandise trade data by area for January-April 1963 indicate that trade with major areas has been well maintained, with the exception of exports to Latin America and the Near East.

U.S. exports to industrial areas were about the same as in the first 4 months of last year.

Shipments to the Far East (excluding Japan) were nearly one-fifth higher than in January-April 1962, and were close to levels during the remainder of that year after U.S. Government aid shipments, especially to India and Pakistan, rose. Exports to Africa were little changed from a year earlier, but shipments to both Latin America and the Near East were 8% and 23%, respectively, smaller than the first 4 months of 1962.

### Imports

Imports from Canada and Japan were appreciably larger in January-April 1963, while receipts from other industrial countries were little changed. Purchases of goods from Latin America and Africa about equaled levels a year earlier, while imports from the non-industrial Far East made some gains, and those from the Near East declined.

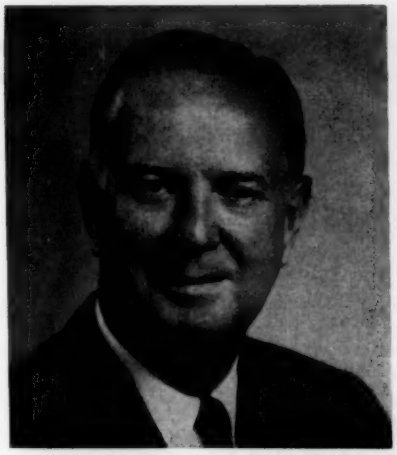
## Study problems of engineers engaged in work overseas

A survey is being conducted by the Department of Commerce among American consulting engineers working, or desiring work, in foreign countries. In a letter to 1000 engineers believed interested in overseas operations, Draper Daniels, National Export Expansion Coordinator said:

"In order to get an idea of the importance of the consulting engineer to U.S. exports, and the nature of the problems he encounters in securing and performing foreign work we would like very much to have the information asked for on the enclosed questionnaire."

Replies are to be treated as confidential, and it is not necessary that names be signed to the questionnaire when it is returned.

The 4-page questionnaire, compiled in the office of the Business and Defense Service Administration, will also aid in evaluating the volume of U.S. consultant engineering services abroad, and the volume of U.S. materials and equipment generated by these services.



## Robert M. Norris heads Nat. Foreign Trade Council

Robert M. Norris, international business executive, has been elected president of the National Foreign Trade Council, major non-profit organization of U.S. corporations concerned with foreign trade and investment.

Elected at a special meeting of the NFTC board of directors, he took office June 12. Experienced in international business throughout the world, Mr. Norris has recently returned from Rome, where for the past two years he has been vice president of RCA International Ltd. and director of commercial operations of RCA's joint venture with Instituto per la Riconstruzione Industriale of Italy.

The Council was established by a resolution of the first National Foreign Trade Convention in Washington, May 28, 1914.

Mr. Norris succeeds John Akin, who died last November, and becomes the fourth president in the history of the Council.

His foreign trade career commenced while he was associated with the Lederle Laboratories Division, American Cyanamid Company, from 1946 to 1954, serving in New York and London as assistant to general manager, as export manager and as director of administration-international.

In subsequent years, Mr. Norris was based in New York as director of licensing and Latin American operations for Avco Corporation; manager of corporate services for Philco International Corporation, and vice president of Bucyrus-Erie Company. He moved to Europe in 1959 as managing director of Philco Corporation, S.A. of Switzerland, and in 1961 was appointed vice president of RCA International Ltd. in Rome.

# Have goods, will travel

## U.S. marketeers meet in three cities to explore world sales opportunities

Marketing techniques for today and tomorrow and for all parts of the globe were examined in depth by business leaders meeting last week in Washington, Chicago, and Pittsburgh.

At the Washington and Pittsburgh meetings, the Commerce Department's Richard H. Holton, Eugene M. Braderman, George Donat, and E. E. Schnellbacher viewed the world economy in relation to the U.S. balance-of-payments situation, and exchanged ideas with top American company executives and distinguished foreign visitors.

The June 17 opening-day luncheon speaker at the 46th National Conference (Washington, D.C.) of the American Marketing Association was New York University's professor of management, Peter F. Drucker. Of international marketing—which he defined as "the ability to look at marketing in the world economy," a broader concept than "export trade"—Dr. Drucker said that it is "something that everybody talks about and nobody knows how to do."

### Elementary stage

"We have not had a world economy since 1913," he continued. ". . . We left the world economy, in a purely elementary stage of modern industrial economy before World War I, with very few industrially developed countries, and so on. And we are getting back into it in a very different stage, so we will have to learn, I think, from scratch." Calling the development of fundamental concepts our most pressing need, he urged a shift away from the product-orientation of most American marketers, so that attention may be focused on the question, "Who is the customer and what is it that he buys?"

Dr. Holton, Assistant Secretary of Commerce for Economic Affairs, speaking at a session on Progress and Problems of the Export Drive, outlined six possible approaches to stepped-up exporting: "tough" bargaining by U.S. spokesmen at GATT (General Agreement on Tariffs and Trade) negotiations on tariff and non-tariff barriers, and on agricultural as well as industrial goods; a greater awakening of U.S. firms to foreign-trade possibilities, and more utilization of the services of Regional Export Expansion Councils, trade centers, fairs, and missions; sharpening of American methods to bring about reduced costs and prices; intensification of efforts to expand foreign markets for agricultural products; consideration by U.S. exporters of the advantages of "concentrated penetration" of large markets, possibly aided by establishment of overseas distribution centers (INTERNATIONAL COMMERCE, April 1, 1963, p. 3); and stimulation of the domestic economy through reduction of individual and corporate income taxes.

### Commerce Department aids

New marketing devices provided at trade missions, centers, and fairs sponsored by the Commerce Department and cooperating groups were described to the delegates by Mr. Braderman, director of the Bureau of International Commerce (BIC). E. E. Schnellbacher, BIC's assistant director, warned that "the stakes are high" in the competition for world trade and U.S. firms cannot afford to go on "underselling" their global markets. He urged international application and expansion of techniques used successfully at home.

Calling for better ways of merchandising American goods so as to attract the world's consumers to the "Made in U.S.A." label, Edwin P. Neilan, president of the U.S. Chamber of Commerce, told a June 19 dinner opening the Fifth Annual World Marketing and Economic Development Conference in Chicago that conditions of "fair, even-handed competition" are all that American business needs to play its proper world role. Such conditions, he said, are temporarily held back by current European Common Market exclusionist policies but he expressed confidence that European think-

JAMES S. BUSH

EDWIN P. NEILAN

PETER F. DRUCKER

ing will not fall victim to "this outmoded economic Maginot Line philosophy."

Mr. Neilan said that American companies which establish plants abroad "are serving markets that cannot be served from here (and) benefit the American economy as much as if they were operating here at home, because the profits they earn eventually flow back to the United States." On forthcoming international trade negotiations, he observed: "Whatever reciprocal tariff reductions eventually are negotiated between us and the European Community must in turn be extended to the whole Free World, with particular emphasis on the less developed nations."

### Briton talks

Another Chicago conference speaker was Arthur A. Shenfield, economic director of the Federation of British Industries and visiting Ford Foundation professor of business economics at the University of Chicago. Warning against U.S. hesitation on trade liberalization and Common Market moves which are "fashioning a straitjacket" on agricultural trade, he said that the Kennedy Round of negotiations can strongly boost or disastrously retard world economic advancement. "There are not many cases where it is really true that success depends mainly on the will to succeed, but this is one of them," he concluded.

Also on hand in Chicago was Dr. J. M. Hunck, editor of the *Handelsblatt*, Duesseldorf, Germany. In a talk on "realistic" approaches to foreign aid, he said: ". . . The relationships between development aid and trade policy show possibilities for practical solutions which will serve not only the industrial exporter but equally the partner in developing countries. Development banks with a national or continental character, in which prominent banking institutes of industrial countries serve as advisers or partners, should be especially welcome. The overseas countries . . . do not ask for gifts but partnership. . . . They do not ask so much for development aid as for practical trade aid based on a policy geared to economic considerations."

### Exporter's soliloquy

"To Be or Not to Be (an Exporter), That Is the Question" was the title chosen by James Smith Bush, a director of the Export-Import Bank, for his June 20th address at the 17th Annual Pittsburgh World Trade Conference. Noting that many businessmen in his audience were only beginning to ponder the possibilities of exporting, Mr. Bush declared:

"The actual fact is that a vast majority of U.S. private business and financial institutions may be passing up one of the greatest challenges and opportunities that will come their way in this decade. You have only to look at your next-door neighbor, the Aluminum Company of America, to note that it derives something like 65% of its net income from foreign operations. Another neighbor, H. J. Heinz with its 57 varieties, has derived as much as 50% of its gross sales and 64% of its net profits from its foreign subsidiaries. The international operations of your great Gulf Oil Corporation contributed $135 million, or 40% of its 1961 net income."

Mr. Bush devoted key portions of his talk to an explanation of Eximbank's stepped-up program of services, including activities of the Foreign Credit Insurance Association, Eximbank's commercial bank guarantee program, and longer-term project loans.

At the same session—on "Sources of Information and Assistance"—George Donat, deputy director of the Bureau of International Commerce, gave the Pittsburgh gathering a detailed analysis of BIC services to U.S. business and American export trade. He cited, among other things, preparations for the U.S. "negotiating package" to be presented at GATT (General Agreement on Tariffs and Trade) meetings next year, marketing information—on more than 100 foreign countries—provided to U.S. firms by BIC international trade specialists, publication of Trade Lists, the World Trade Directory Reports, planning of overseas itineraries for traveling business executives, promotion of foreign trade missions and cooperation with industry-organized missions, establishment of U.S. trade centers, fairs and exhibitions, and weekly publication of INTERNATIONAL COMMERCE.

# U.S. photographic exports up 12% over 1962 pace; imports down 6%

U.S. exports of still and motion picture photographic products continued to expand in the first quarter of 1963, while imports fell for the first time in several years.

Exports were valued at about $35.4 million, 12% higher than first quarter 1962 exports, while imports declined 6%. U.S. purchases of all types of photographic products were valued at $20.6 million in the first 3 months of 1963.

Exports of still picture goods were valued at $26 million of which photographic film and paper shipments amounted to $15 million, about 15% higher than the first quarter of 1962.

Sales of still picture equipment also increased in the first quarter of 1963. Exports of hand-type, fixed focus cameras in the first quarter of 1963 totaled $663,189 compared to $254,411 in the January-March 1962 period, an increase of over 160%, while exports of photographic processing and finishing equipment rose to $2.7 million, compared to $1.8 million a year earlier, an increase of almost 50%.

Motion picture film and equipment exports in the first quarter of 1963 were valued at $9.4 million, about 6% below 1962. The value of motion picture equipment exports dropped to $4 million compared to $4.4 million in first quarter 1962, with the largest losses in exports of 8-mm. motion picture cameras, 16-mm. sound projectors, and sound reproducing equipment. Increases were noted for 8-mm. motion picture projectors, motion picture screens, and studio equipment.

### Imports

Still camera imports totaled 305,235 units valued at $4 million in the first quarter of 1963, compared with 194,241 cameras valued at $4.9 million for the same period of 1962.

Japan is now the principal supplier with 205,153 cameras valued at $2.1 million, a substantial increase in number but a small drop in value from 1962. Shipments from West Germany took a sharp drop from 35,376 cameras valued at $2.4 million for the first 3 months of 1962 to 23,476 cameras valued at $1.6 million for 1963.

Photographic film imports of all types were valued at $5.2 million, a decrease of 15.2% below 1962. This sharp change in direction of imports was due primarily to the 59.2% decrease in sensitized, unexposed, motion picture film; 12.7% drop in "other film" imports; and a 9.2% decline in X-ray film.

Detailed statistics on U.S. exports and imports of photographic products during the first quarter of 1963 are available from the Scientific, Photographic and Business Equipment Division, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

# Building Supplies, Equipment Trade Mission from U.S. to visit Germany next spring

## Shortage of residential, commercial housing points to strong potential in market ready for new products and techniques

A Building Supplies and Equipment Trade Mission will be sent by the Department of Commerce to sell a growing market in the Federal Republic of Germany in the spring of 1964.

The decision to send a mission specialized in construction machinery, building supplies, and equipment was made after consultation by Commerce Department officials with the Commercial Officers of the U.S. Embassy and Consulates in Bonn, Frankfurt, and Hamburg.

Germany still has a pronounced shortage of residential and commercial buildings notwithstanding phenomenal growth in recent years. The housing situation particularly causes concern and any possibility of increasing the supply of residential housing at competitive costs would be of interest to the German Government and private enterprise. Building costs in Germany in relation to U.S. costs are high, but, more importantly, building times are inordinately long.

Competent German experts pointed out that building techniques are gradually changing and that the market is ready for new products and new building methods. Some progress has already been made in acceptance of prefabricated structures. Equal emphasis is placed on multifamily and single-family housing. (Industrial and commercial construction is temporarily under Government imposed limitations until June 30, with the situation beyond that date currently not clear.)

It is proposed that the Mission spend about 4 weeks—February 29-March 27—in Germany and include Bonn, Hamburg, Frankfurt, and Munich on its tour. The dates selected coincide with those of the BAUMA show (International Building Machines Fair) to be held in Munich March 14-22, 1964. BAUMA will be held in connection with a general Munich Building Week which will feature seminars and conferences devoted to the industry. These two events form an ideal occasion for a visit by the U.S. Building Supplies and Equipment Mission.

A Trade Information Center for the Mission is to be set up at the BAUMA Fair where general meetings and individual conferences will be held with German businessmen from the building industry. BAUMA is expected to attract people from the entire building field—builders, architects, engineers, purveyors of equipment, and others. The Mission will discuss with interested German businessmen hundreds of Business Proposals offered by U.S. suppliers of building materials equipment and construction machinery (see accompanying article). The Mission will be accompanied by a comprehensive commercial library of trade magazines, directories, and catalogs of building supplies and equipment.

The Mission will include at least four businessmen, authorities in the building field, and two officials of the Department of Commerce, the latter to serve as Team Director and Trade Development Officer.

The businessmen selected are to be fully acquainted with the types of tools and equipment used by contractors during erection of residential and commercial buildings, particularly tools and equipment which save labor costs and speed up construction progress. Members are also to be acquainted with the widest possible range of time and cost-saving building materials, particularly new products which have found favor in U.S. homes and commercial buildings. Especially valuable will be business leaders well versed in new construction methods utilizing the modular systems and prefabricated building components.

### Businessmen invited

General descriptions of the businessmen to be recruited for the German Trade Mission follow. Those who wish to volunteer their services and who meet the qualifications of any one of the categories are invited to make known their availability to the Director of the Trade Missions Program, Bureau of Inter-

## Market profile—Germany

**Area:** 95,896 square miles, including West Berlin. In size, it is slightly smaller than the State of Oregon.

**Population:** 53.8 million, about three-quarters urban. West Berlin, closely connected to the Federal Republic by economic and political ties, has 2.2 million.

**Currency:** 4 German Marks = $1. Germany is a member of the International Monetary Fund.

**Gross national product:** $82.2 billion in 1962, up 8.5% from $77.6 billion in 1961. Growth during the same period, measured in constant prices, was 4%.

**Per capita income:** $1,188 in 1962. Average disposable monthly income of a 4-member family in the middle-income bracket has been growing steadily and reached $196 in 1962.

**Consumption:** Personal consumption has average about 60% of GNP. The 4-member family in middle-income bracket made consumption expenditures of about $192 per month and saved $4 in 1962.

**Foreign trade (in millions of dollars):**

| | 1960 | 1961 | 1962 |
|---|---|---|---|
| Total imports | 10,175 | 11,032* | 12,391* |
| Total exports | 11,422 | 12,694 | 13,273 |
| Imports from U.S. | 1,663 | 1,736 | 2,037 |
| Exports to U.S. | 906 | 884 | 985 |

*Adjusted for changes in statistical method

**Principal trading partners:**

Imports—United States, France, Netherlands, and Italy.
Exports—France, Netherlands, Switzerland, and the United States.

national Commerce, Department of Commerce, Washington 25, D.C., or to any Commerce Department Field Office.

### Building contractor

Experienced in the construction of larger scale residential multifamily or single-family housing projects, and with the use of labor and time-saving tools and equipment and procedures, including modular materials and methods. Acquainted with the widest range of building materials, particularly new labor-saving products and fabricated building components. Qualified to discuss methods of improving productivity of labor and reduction of construction cost through use of advanced construction methods, equipment, and building materials.

### Architect/engineer

Authority in the design of residential and light commercial buildings with experience in developing and evaluating current construction techniques involving modular panels and component use. Well acquainted with various types of building materials and equipment available from U.S. manufacturers. Capable of demonstrating savings in labor and materials cost through use of construction techniques and products employed by U.S. builders.

### Building materials distributor

Executive of a large building materials wholesale and/or retail firm preferably in sales promotional phase of the business. Experienced in dealing with contractors, and familiar with use of widest possible range of building materials and equipment, particularly for residential but also for commercial buildings. Acquainted with new products available and aware of their advantages in consumer appeal and to builder through savings in construction costs and shorter building schedules. Knowledgeable in prefabricated housing, housing components, and precut housing units.

### Construction equipment

Distributor of equipment used in construction of housing developments or light commercial buildings and of accessory equipment to facilitate such construction. Able to discuss use of such equipment and accessories to improve productivity of labor, reduce costs, and accelerate construction of particular interest: Portable scaffolding, powered conveyors, derricks, hoists, electric handtools, portable generators and heating units, powered nailing machines, and ditch diggers.

# Business proposals will be presented to German firms

## U.S. suppliers urged to submit data to Building Supplies and Equipment Trade Mission

U.S. suppliers of building materials, building equipment, or construction machinery interested in doing business in Germany are invited to submit their Business Proposals to the Director of the U.S. Building Supplies and Equipment Trade Mission. The closing date for submission of Business Proposals is December 15, 1963.

U.S. firms with a product or service to sell, those seeking agency or distributor relationships, or firms interested in entering into other types of business arrangements are invited to participate in this program. Only Business Proposals in the specialized field of building materials equipment and construction machinery, however, will be serviced by the Mission.

The Business Proposals submitted will be printed in summary form, without identification or address, in a booklet which will be distributed throughout Germany prior to arrival of the Mission. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member on a specific U.S. proposal. U.S. firms will be provided with the names of those companies in Germany which express a definite interest in their Business Proposals in order that follow-up action can be taken.

### To submit proposal

To submit a Business Proposal, please answer the questions below and submit with two copies to the Director, U.S. Building Supplies and Equipment Trade Mission to Germany, Bureau of International Commerce, Washington 25, D.C.

- What product or service do you wish to sell or offer?
- Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. Note: The Trade Mission will not seek a substitute for an established agent.
- Are you interested in a joint venture? If so, describe your proposition briefly giving details of products or services to be provided.
- Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
- Do you wish to import for your own account or act as a commission agent?
- What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by information such as brochures and other descriptive material in order that the Mission Member can make the most effective sales presentation. Data on the size and scope of your firm, catalogs and pricelists are appropriate for this use. Price information should include cost-insurance-freight (c.i.f.) quotations.

If you are representing several firms, you may find it advantageous to submit a separate Business Proposal for each client, with each specified by name and contact.

If your firm offers a wide variety of products, summarize them by commodity groups in your letter.

Printed material on your product or service may be included with your Business Proposal for distribution to firms in Germany. However, no more than 50 single sheets can be shipped abroad for each Business Proposal.

### Need current report

**Your Business Proposal must be accompanied by one of the following, unless previously submitted within the past year: (1) Department of Commerce Form IA 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; (2) a current mercantile agency report, or (3) a current bank report.**

### 35-word summary

**A booklet containing a summary of all Business Proposals will be distributed in the Federal Republic of Germany. It is necessary, therefore, that a summary in 35 words or less of each Business Proposal be submitted for inclusion in this booklet, at the time the other information is forwarded to the Department.**

"ROYAL" PEACHES: Dr. Jack N. Behrman, Assistant Secretary of Commerce for Domestic and International Business, second from left, accepts a South Carolina "Princess" peach, a sample of the quarter million pounds being shipped to European markets. Heyward Dantzler, Farm Bureau Commodity Director, presents it. Others, (L), J. F. Pittman, Clemson College, Roy L. Morgan, Director, Commerce Field Services.

## South Carolina peaches go on sale in Europe

The first South Carolina peaches to be exported from the U.S. were shipped June 14th to the European market. The South Carolina Farm Bureau Marketing Association opened this new market for their agricultural products by shipping "Carolina Queen" and "Carolina Princess," brand names for their fresh peaches, to The Netherlands.

Working through the American Farm Bureau Foreign Trade Development Office in Rotterdam, the Association last year sent several sample shipments of peaches to Europe in an effort to test the market and gather information relative to the economic feasibility of such a project.

The fruit was well received. To be prepared for this year, the Marketing Association established a peach division to prepare for volume shipments in 1963. Interest ran high and peach producers of the state pledged $5000 to the Association to help it explore this market.

Assisted by the U.S. Department of Commerce field office, Charleston, the Farm Bureau Fruit Committee, in cooperation with Clemson College, coordinated with the Rotterdam office through which orders were channeled.

The initial shipment, leaving New York June 14, consisted of 13,000 cartons (20 pounds each). Upon arrival in Europe it will be handled by the Rotterdam office and sold throughout the continent.

Commenting on the project, S. C. Farm Bureau president David H. Sloan, Jr., said, "We believe this is a step in the right direction for peach producers and could very well open new markets that would have a far reaching effect on the overall economy of South Carolina agriculture."

## Seek business men for Trade Mission

In an article published in the June 17th issue of *INTERNATIONAL COMMERCE* on an impending Trade Mission to Switzerland and Austria, qualifications of businessmen to be selected for the Mission were listed. Omitted by mistake were the following fields in which the Department of Commerce is seeking experts for Mission membership:

### Children's clothes

Knowledgeable of widest variety of children's clothing, two through teens, and accessories. Able to discuss U.S. sources of supply, marketing channels, quality, style, design, delivery time and effective merchandising techniques.

### Textiles and toweling

Knowledgeable of a wide range of textiles, dress materials, man-made fibers and fabrics of cotton (for example, cotton prints, drills, piece goods, hand printed toweling). Able to identify U.S. sources of supply.

Businessmen with these qualifications wishing to serve on the Mission are invited to submit their applications to the Director, Trade Mission Program, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or to any Department of Commerce Field Office.

## More of Latin Food Code translated into English

The Food Law Institute has made available to the Department of Commerce a number of copies of the English translation of the Introduction to the Latin American Food Code (Revised 1960 draft) and of Chapter XII, Nonalcoholic Beverages and Refreshing Foods and Drinks (covering such items as water, mineral water, carbonated water, syrup or extracts, soft drinks, carbon dioxide, vegetable juices, fruit juices, ice, and ice cream and sherbets).

Reprints of the Introduction and of Chapter XII are available (single copy only) upon request to the Food Law Institute, 205 East 42nd Street, New York 17, N.Y.

U.S. firms interested in these English text documents may obtain a loan copy upon request to the American Republics Division, Office of International Regional Economics, Bureau of International Commerce, Washington 25, D.C.

English texts of the following previously translated chapters are available for loan: Chapters I—General Provisions; II—General Requirements for Food Factories and Food Outlets; III—Storage Preservation and Processing of Foods; IV—Utensils, Receptacles, Containers, Wrappers, Machinery and Accessories; V—Labeling; X—Sugar and Sugar Products; and XVI—Correctives and Improving Agents—Additives.

### BRUSSELS BRANCH

The Norwegian Federation of Industries has opened a branch office in Brussels, Belgium, to keep in touch with developments within the Common Market and assist visiting Norwegian businessmen.

# Construction and marine equipment firm wins 'E'

### Savannah, Georgia company develops hefty sales against tough overseas competition

A Savannah, Georgia, manufacturer of construction and marine equipment became a new "E-for-export" award winner in mid-June ceremonies in Washington, D.C.

Diamond Manufacturing Company, the first Savannah firm to be cited as an "E" winner, was represented by its vice president, John M. Saylor, in a June 13 ceremony in the Department of Commerce. Eugene M. Braderman, director of the Bureau of International Commerce, presented the blue-and-gold citation and "E" pennant to Mr. Saylor for his company's successful participation in the U.S. export push.

Since its organization in 1950, the Georgia firm has developed a dynamic sales program built on direct contacts with overseas buyers against stiff competition from foreign shipyards. Today, it can claim a multimillion dollar business in exporting its heavy construction and marine equipment.

One contract for 3 large tugs from the Panama Canal Company was successfully obtained against worldwide bidding. Other sales for hydraulic pipeline dredges, tug boats and pilot and utility boats came from overseas governments which valued the "Made in USA" identification.

## Hearing slated on Alabama textile worker investigation

The U.S. Tariff Commission has ordered a hearing in connection with the investigation instituted on petition filed for workers of the Indian Head Mills, Inc. of Cordova, Alabama. The investigation is seeking to determine if cotton sheeting (carded yarn) imports are causing unemployment among the mill employees. The hearing will be held in the hearing room on the third floor of the Tariff Commission Building, 8th and E Sts., NW., Washington, D.C., beginning at 10 a.m. EDST on June 27, 1963. Requests to appear should be filed in writing with the Secretary of the Commission at least three (3) days before the date set for the hearing.

# Trade shows can be really interesting

**By Neil C. Hurley, Jr.**

**Chairman, National Export Expansion Council**

Cannes, France—Bette Davis formally opened the Sixth Annual International Film Festival held here recently, appearing at two o'clock the other afternoon to pierce the clatter of the Carleton Hotel lobby by wishing everyone "Good Morning" in tones of someone choking on too much peanut butter.

The Cannes Festival this year had sufficient sybaritical glamour to make up for the absence of Brigitte Bardot, who stayed aloofly away at her St. Tropez villa forty miles down the road, and such other stay-at-home international personalities as Gina Lollobrigida, Sophia Loren and Ingrid Bergman.

But Stephania Picibia, a former New Yorker who now lives on the Riviera, and the head of the United States information booth, advised us to ignore the stars and concentrate on producers.

"After all," said Stephania blandly, "the stars are just props for the real reason behind the Festival. This is a world industry conference for producers, distributors and directors. The stars may walk around in ten seconds of clothes, but they merely add sparkle to the meetings and get publicity for their pictures, but this is every bit as much a business as a plumbers' convention in Cleveland."

It didn't seem like all business, however, walking down the wide sidewalks of the Boulevard La Croisette where starlets posed for professional and amateur photographers on the Mediterranean sands in bikinis made of less cotton than one finds in the tops of medicine bottles. Or when Juliet Prowse swiveled through the Martinez lobby.

"That one's so torrid," Burt Lancaster told us when an Italian actress strolled by our table, "that they hire a stunt man for the love scenes."

If one must attend trade shows, a couple of days at the Festival tops the machinery, electronic and grocery affairs that normally occupy our travel.

But there really is a serious side. In the international swapping of pictures, the United States film industry adds extravagantly to this country's balance of payments, bringing home over 200 million dollars a year in rentals, or four times imports. Actually, more than 50% of all income received from American motion pictures comes from foreign sources, perhaps making this the most export conscious trade group in this country.

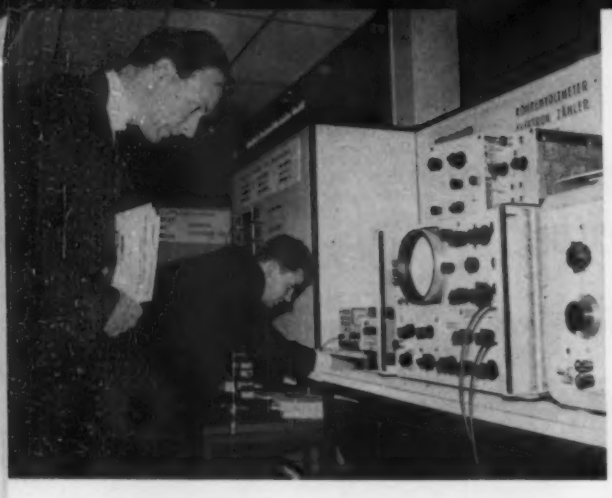
Of all United States industries, however, this one, exporting films of American life, contributes more, either for good or bad, to establish an image abroad than any other. Whatever these men print is a graphic portrayal of the good life we suggest be imitated, more dramatic than all radio programs, publishing, or TV tapes dubbed in local language.

Despite the competition of the beaches, where Earth mortals slavered watching goddesses at play, we learned a bit about international motion picture attendance. Australians, we discovered, go to the movies more often than people of any other country averaging 21 times a year. Israelians attend 18 times. In France it's only about once every couple of months.

Outside the United States and Russia (both of whom have over ten million), Italy has more theater seats than any other country, including all of the Continent of South America.

Variety magazine gave hefty emphasis to the fifty million dollars of films that America imports each year. They also headlined the news that half of the United States adult population went to at least one motion picture in 1962, whereas only 46% read a book, and just 17% played bingo.

Well, if you want statistics, 100% of the *International Commerce* staff here thought the Festival added to viticultural knowledge and was ginger-peachy.



# Discussions bring electronic show orders

**Buyers and engineers from the German electronic industry demonstrated strong interest in the Electronic Components and Instruments Show held at the U.S. Trade Center in Frankfurt June 5 to 14. With orders valued at over a half million dollars in immediate prospect, U.S. firms displaying their products indicated the principal value of the show was in the technical discussions between engineers from both countries which will result in sizeable orders being placed later.**

# English, Germans turning more to outdoor sports; demand up for U.S. goods

## Trade Center shows set in London, Frankfurt; U.S. sales activity good but 'sizeable chunk of business' remains

What do people do when they have more spending money and leisure time than they've ever had before?

In England, many of them turn to participation (rather than spectator) sports. In Germany, the working man and his family travel a lot and take part in winter sports.

The U.S. manufacturer of outdoor sporting goods will have a good chance, because of these situations, to sell his products in both countries—and in Europe, generally—this fall at the U.S. Trade Centers in London and Frankfurt.

Both shows will be open to purchasing agents, wholesalers, retailers and other buyers and will be supported by an extensive advertising and promotion campaign.

The London show, to be held Sept. 24-Oct. 4, will include a comprehensive display of articles featuring fishing tackle and accessories, archery, water sports equipment, golf clubs and related equipment, camping equipment and guns and rifles.

The Frankfurt event, set for Oct. 16-Nov. 1, will include the same displays except for golf clubs and accessories. Skis and skiing accessories will be featured in this show.

Manufacturers who are planning to exhibit in both shows will have approximately a week to ship their merchandise from London to Frankfurt.

### British market expands

Since the British working man has more money and spare time, participation in sports is no longer the exclusive province of the wealthier classes. This had led to an increase in the import of sporting goods, even though England has long produced an excellent range of this equipment, a recent market survey indicates.

Last year, Britain produced $37.8 million worth of sporting goods equipment, some 50% more than the 1955 total. Her imports of this equipment have shown a similarly steady increase, totaling $4.8 million last year compared with $1.8 million worth in 1955 (not counting hunting and shooting equipment).

The estimated U.S. share of this market last year was almost 25%. But the market survey indicated that "the surface of the British market for American products has barely been scratched."

Hunting, considered an ancient and honorable sport in the U.K., appears to be increasing in popularity. The demand for U.S.-made hunting rifles is steady if not rising rapidly.

U.S. archery equipment and accessories are also popular. British sources estimate that over 50% of the champion and middle grade archers use U.S.-made equipment, the favorite bows being those made of laminated fiberglass and wood.

Fishing is the largest single participation sport in the U.K. The country imported a total of $529,000 worth of rods and reels of iron and steel in 1962. Imports of U.S.-made equipment last year totaled $124,600.

The camping craze has hit Briton and the market is "mushrooming," according to the survey. Tents and camping equipment—which provide for comfort—are a $50-million-a-year industry in England. Frame tents are also quite popular.

In 1959, Britain imported $41,400 worth of golf clubs. Last year the total was $602,280. The U.S. share of the latter figure approached 50%. U.S. manufacturers sent about $18,000 worth of clubs, shafts and wood tees into the U.K. in 1959; last year the figure reached $295,680.

Figures on the amount of water sports equipment sold annually in the U.K. are not available. An official of the Water Ski Association, Ltd., said recently that he believes 20,000 to 30,000 Britons water ski once a month. Membership in the 50 water skiing clubs, which totals 7,000, is increasing yearly by 50%. A great deal of water sports equipment comes to the U.K. from Spain, France and Italy; British businessmen, however, believe there is a "definite place" in England for U.S.-made water skis and aqua-lung equipment.

The market survey indicates that the market in Great Britain for the types of outdoor sports equipment to be displayed in the Trade Center show is "strong, expanding and affluent." While U.S. industry, the survey indicated, has taken some advantage of this situation there is still a "sizeable chunk of business" which U.S. firms haven't yet competed for.

### German market promising

In Germany, the situation for U.S.-made outdoor sports equipment is also highly promising.

The German worker, who is rapidly turning to the idea of two vacations a year, likely will spend a good bit of that time in traveling. And when Germans travel, they like to camp, according to a recent market survey.

Total German sales of sporting goods in 1961 approached $183 million, up 10% over 1960. Of this total, $60 million was spent for sports equipment, $37 million for camping equipment, and the rest for other types.

Germany imported some $3 million worth of sporting guns and rifles in 1961. Last year the U.S. sent about $35,000 ($20,000 in 1961) worth of guns .22 caliber or smaller, along with $26,000 ($12,000 in 1961) worth over .22 caliber and $34,000 ($16,000 in 1961) worth of shotguns.

Concerning camping equipment, the U.S. place "is very small," the market survey points out. One category of camping equipment—the tent trailer—offers U.S. manufacturers some excellent opportunities for sales in Germany.

The market for swimming and water sports equipment is rising. Domestic production in 1961 was some 36% over the 1958 level, with imports up about four times. Many Germans are buying skin diving equipment and water skis. U.S. exports to Germany of water sports equipment have risen steadily from $2,250 in 1959 to $14,000 in 1961.

There are an estimated 5 million skiers in Germany. Add to this the thousands who come each winter from other European countries and England and you have excellent sales possibilities, the survey says. In 1958 the U.S. sent $136,750 worth of American-made skis to Germany; the figure was $334,750 in 1961.

**FOR INFORMATION WRITE TO:**
**Director, Exhibits Participation Division**
**Bureau of International Commerce**
**Department of Commerce**
**Washington 25, D.C.**

# Portable power tool market in Thailand could be lost unless U.S. firms act now

## Trade Center in Bangkok schedules exhibition this fall; Commercial Attache urges U.S. companies to take part

It's up to U.S. manufacturers of portable power tools, reports the U.S. Commercial Attaché at the U.S. Embassy in Bangkok.

They can be aggressive and push their products through a hard-hitting sales promotion campaign; or they can lose the steadily growing market in Thailand and the surrounding areas by default.

"The hard fact is that this choice must be made now," the Attaché reported recently. If nothing is done now, he said, the market "will be gone in three years."

The Embassy official recommended that U.S. firms set up exhibits at the Nov. 13-Dec. 6 Portable Power Tools Show at the U.S. Trade Center in Bangkok.

### Exhibit categories

Exhibit categories will consist of the following portable power tools for light industry:

Electric powered hand tools; pneumatic powered hand tools; self-contained power tools, including those powered by gasoline motor, battery packs and powder activated equipment; power sources, including gasoline and diesel generators of ½-15 kw. capacity and compressors; portable welding and brazing equipment, acetylene, propane or butane.

This exhibition, reported the Attaché, will present "a good opportunity" to introduce new lines of hand-held, self-contained, gas-operated brazing and welding torches which have recently become popular in the U.S.

Also scheduled to be displayed are tools of miscellaneous application to light industry including:

Spray guns for paints, chemicals and slurries (thin, watery mixture) for ceramics; flexible shaft tools for carving, scribing and engraving woods and metals; jacks—for lifting, tugging and moving; hoists—small chain up to two tons; electric hand tools of both the craftsman (sleave bearings) and industrial (antifriction) types.

Stationary and bench-mounted equipment will not be included in the show. They will be part of a future show now under consideration.

### Market grows steadily

The market in Thailand for portable power tools which can be applied to light industry, including basic small power sources, has grown constantly since 1959. It is now estimated at approximately $3.6 million. The U.S. share for the January-November 1962 period was slightly above 43.2%.

Contributing to this growing demand are two factors: the steady growth of small industry and the ever increasing knowledge there of power tool application.

In the past decade, estimates the Bank of Thailand, the number of industrial enterprises has risen from 1,600 to over 18,000. New firms registered in the first 9 months of last year totaled 108 manufacturing establishments and 118 new construction companies. Their respective paid-in capital totaled $4.3 million and $2.2 million.

Also in the past 10 years manufacturing production has risen at an annual rate of 8%. It is expected to increase even more sharply as electric power becomes more available.

The Yan Hee Dam project in Thailand is expected to add significantly to Thailand's electric power supply. Two new generators scheduled to go into operation by the end of this year will meet present power requirements in the Bangkok area. When the distribution system of the project is completed, 33 provinces in central and north central Thailand will have electric power. This is scheduled by the end of 1964.

The exhibition at the Trade Center should also help U.S. firms to increase their sales of portable power tools in other countries in Southeast Asia. In 1961, the total area imports of goods and services totaled more than $3 billion. The U.S. share was 8%—a modest share which could be raised quite a bit "through an imaginative and energetic sales campaign on the part of interested American manufacturers," the Commercial Attaché in Bangkok said.

### Two advantages

The Southeast Asia market, he says, presents two good advantages to the U.S. exporter:

- Except for nominal import duties on a limited number of products, there are virtually no restrictions curtailing imports of U.S. products in Thailand, the Federation of Malaya, and Singapore.
- There is an ample supply of dollars and other hard currencies to pay for imports.

Other factors which should be favorable for the U.S. exporter, especially on a long-range basis, include active plans for land reform programs and industrial development in the Southeast Asian countries.

Already underway or in an advanced stage of planning are transportation, communication and power projects.

Along with this situation, gradual industrialization is taking place. This creates new jobs and increases the demand for capital equipment and consumer goods, according to the Commercial Attaché.

The Trade Center in Bangkok, which opened slightly over a year ago, has been host to an estimated 8,000 to 9,000 visitors at several shows. Nearly $300,000 in sales were reported made directly at the Center during the first 9 months of its operation.

Additional information on the market in Thailand can be obtained from the following Department of Commerce publication:

**Economic Developments in Thailand, 1962.** OBR 63-43. 5 pp.

**FOR INFORMATION WRITE TO:**
**Director, Exhibits Participation Division**
**Bureau of International Commerce**
**Department of Commerce**
**Washington 25, D.C.**

## 71 U.S. firms to exhibit in annual Cyprus fair

Seventy-one U.S. firms will participate in the annual Cyprus International Fair scheduled to open this week in Limassol.

The fair dates are June 28-July 21. The U.S. will participate for the first time.

Theme of the U.S. exhibition will be "New Paths to Progress." It will illustrate how industrial techniques have been developed and perfected in the U.S. in the past 30 years to improve the living standards.

# Mexican upsurge continues into normally slack season; imports from U.S. increase

## Trade with LAFTA shows significant gains; tourists flock in; Dutch firm to build shipyard capable of building 35,000 ton tankers

The improvement in Mexican economic activity was sustained in April, with somewhat more uniform gains than were evident in March or in April 1962. The stock exchange index rose 2.4 points to 84.3 at the end of April, according to the U.S. Embassy in Mexico City.

Interest rates on deposits of investment banks were lowered on April 15 from 10% to 9%, and the Bank of Mexico ordered investment banks to lower interest rates on loans by 1% effective May 1. Commercial bank collections were slow, with banks reporting payments about 30% prompt.

The 19th Biennial Congress of the International Chamber of Commerce (ICC) met in Mexico City on April 20-27. Under the theme of "Economic Growth Through World Interdependence," the 2 predominating issues were the future of regional trading groups and the need for increased capital flow from industrialized to developing countries. In closing, the Congress warned against permitting economic regionalism to become economic nationalism on a larger scale, and urged businessmen to encourage their governments to seize opportunities for lowering tariffs and other obstacles to trade. The ICC indicated support for the OECD draft convention on the protection of private investment abroad.

### Drought ends

The drought was broken in many north-central areas in April and May, but rainfall was still below normal. A record wheat crop was being harvested in April. Coconut producers asked the Government to permit duty-free exportation of 40,000 tons of surplus vegetable oils to strengthen prices.

A plant to process 14,000 tons annually of cocoa beans will be constructed at Cardenas, Tabasco.

**Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.**

**Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.**

**Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.**

### Optimism

As economic conditions improved in April, the business community seemed more optimistic. Retail chain food store sales continued off, but urban department store sales maintained the good rate of increase experienced in March. Home furnishings and hardware were leading and wearing apparel was trailing. Cement, chemical, iron, steel, and automotive industries reported gains, and manufacturers of refrigerating equipment detected some sales increase based on awareness of the necessity for refrigerating foods.

On May 9 the Ministry of Industry and Commerce approved 7 firms manufacturing automotive vehicles. The list omitted the Japanese Toyopet plant, which had submitted a plan previously reported approved. Fabricas Automex, S.A. (Chrysler-Fiat) laid the cornerstone of its new engine plant in Toluca, State of Mexico, on May 9, and General Motors de Mexico on April 26 announced plans to erect an engine factory in Toluca.

Nacional Financiera, S.A. reportedly approved, on May 10, credits of 1 billion pesos over a 5-year period for the Government-owned Dina-Sidena industrial complex in Sahagun, Hidalgo. These funds will be used principally to finance the manufacture of textile machinery by Sidena and automobiles and trucks by Dina-Renault.

### Absorption

Altos Hornos de Mexico held its first stockholders meeting since absorbing La Consolidada in 1961. Unification of the 2 companies and expansion projects initiated in 1962 will reportedly result in an annual capacity of 1.2 million tons of steel ingot by 1964-65. Production in 1963 should be 15% better than in 1962. Mexico's steel consumption was 1.9 million tons in 1962, of which only 200,000 tons were imported.

Stahlwerke Sudwestfalen Aktiengesellschaft, a West German company, announced it had reached a 5-year agreement with Herramientas Mexico, S.A. to help produce 300 tons of special steels for the automotive industry each month.

Quimica del Rey, S.A., of Monterrey, a mining subsidiary of Metalurgica Mexicana Penoles, S.A. (METMEX) announced plans for a sodium sulphate plant in Monterrey costing $2.7 million. The project will be financed by the International Finance Corporation (IFC) and the Inter-American Development Bank (IDB) in cooperation with several private European and U.S. financial institutions. The plant, which will utilize salt deposits at Laguna del Rey, Coahuila, plans an initial capacity of 75,000 metric tons annually. In 1961 Mexico produced only 23,000 tons and imported 13,140 tons of sodium sulphate. Presumably, a substantial portion of the new production will be exported.

### Loans unwanted

Despite lower interest rates, deposits continued large. The demand for loans was weak in the first quarter of this year, although less so than in the same quarter of 1962. Banks failing to comply with instructions to lower rates will be required to deposit an additional 10% of their demand liabilities with the Bank of Mexico, raising the reserve requirement from 20 to 30%.

The securities market registered stronger price trends, and the demand for the existing 10% fixed interest bonds increased as the rate on new issues was lowered. The Stock Exchange Index rose

to 84.3 at the end of April from 81.9 in March and an average of 73.2 for April 1962.

The International Bank for Reconstruction and Development announced a loan of $12.5 million for completion and rehabilitation of the Rio Bravo, Rio San Juan and Ciudad Delicias irrigation districts.

### Foreign trade

Mexican imports in March rose sharply to $100.7 million from $86 million in February. March imports from the U.S. rose to $74.4 million, from $61.4 million in February. Mexico's exports (revalued) declined to $83 million in March from $94.1 million (revised revalued) in February. Exports to the U.S. (not revalued) declined to $55 million in March from $57.3 million in February.

The tourist season was favorable in April, the normal seasonal decline being partly offset by numerous conventions. Statistics of tourist card issuance for March totaled 75,959, compared to 57,464 in March 1962. Totals for January-March 1963 were 221,382 (169,592 in 1962).

Mexico's exports to LAFTA in January-March 1963 were $6 million compared to $1.9 million in January-March 1962; its imports from LAFTA in the 1963 period were $1.65 million; in the 1962 period, $1.2 million.

### Dutch shipyard

Following the President's trip to Europe in March-April, the Verolme United Shipyards of Rotterdam announced that with Mexican participation it would construct a shipyard in Mazatlan, Sinaloa, capable of building oil tankers of up to 35,000 tons. To underscore Dutch Government interest in the project, Prince Bernhard of The Netherlands and the President of the Dutch company, who attended the ICC Congress, visted Mazatlan with high Mexican Government officials.

The record wheat crop was estimated at 1,550,000 metric tons, 8% larger than last year's. The Minister of Agriculture announced a program for promoting corn production in the State of Michoacan, similar to that being implemented in the States of Jalisco, Veracruz and Chiapas. The program calls for technical assistance and credit for an area of 200,000 hectares (one hectare equals 2.471 acres) in Michoacan where rainfall is adequate and climatic conditions favorable. The goal is to raise corn production from the present 288,000 metric tons to 600,000 tons by 1968. Government agricultural banks will make 15 million pesos in credits available to the program.

# EFTA draws bead on Dec. '66 as date for dismantling all internal industrial tariffs

## Action of Council of Ministers at Lisbon meeting puts EFTA timetable in line with EEC Commission proposals; agree to participate fully in 'Kennedy Round' GATT negotiations

A final timetable for dismantling tariffs on industrial goods in intra-EFTA (European Free Trade Association) trade was adopted by the EFTA Council of Ministers at a recent meeting in Lisbon. The timetable calls for complete elimination of industrial tariffs by Dec. 31, 1966.

EFTA (Austria, Denmark, Norway, Portugal, Sweden, Switzerland, United Kingdom, and associate member Finland) began operating in May 1960 to gradually establish a free-trade area. The original plans were to reach free trade in industrial items by 1970, to coincide with tariff reductions within the European Economic Community (EEC).

### Coordination

With the May acceleration decision, EFTA is putting its tariff reduction timetable broadly in line with recent EEC Commission proposals for speedier intra-EEC tariff reductions. Unlike the EEC, EFTA is not committed to a common external tariff. Rather, each EFTA country will maintain its own national tariff on imports from outside the area.

### Next 10%

The EFTA Council of Ministers set the next 10% cut on tariffs applicable to intra-EFTA trade for Dec. 31, 1963—reducing intra-EFTA industrial duties to 40% of their original level. Two further 10% reductions will be made in December 1964 and December 1965. The final 20% cut will be made at the end of 1966.

Since the intra-trade duty reductions apply only on industrial items, the Ministers concluded a number of bilateral agreements to increase trade in agricultural products. Important among these were the United Kingdom's extension of the Commonwealth preference on butter to a quota of 96,000 tons of Danish butter, and arrangements for freer Portuguese access to the markets of Switzerland, Norway, Denmark and Austria for her table wines and other agricultural products.

Special problems of other member nations had to be worked out so as to reach agreement on the accelerated program. For example, fish-products trade, which is extremely important for Norway, was discussed and there was general agreement and support for Britain's proposal to call a West European fisheries conference next autumn. The United Kingdom also agreed to abolish tariffs on certain processed and canned-fish products from Norway by 1964, two years ahead of the accelerated timetable.

Concessions were also made to Norway to favor her newly developing small industries—often the sole source of employment in some isolated communities. Norway will be allowed to keep the original timetable of tariff reductions (zero by 1970) for items accounting for less than 3% of her imports.

### New member

For Austria, currently seeking an association agreement with the European Economic Community, it was felt that some EFTA decisions might create problems. On this subject, EFTA Secretary General Frank E. Figgures said: "The Council has told the Austrian Government that . . . she will have sympathetic consideration. With that assurance, the Austrian Government is content."

Other important items taken up at the Lisbon meeting were: a decision to establish an EFTA Economic Development Committee; declarations from the more industrialized members to allow freer access by other member-countries to their capital markets; and a Ministerial declaration to participate fully in the "Kennedy Round" of GATT (General Agreement on Tariffs and Trade) negotiations with the aim of achieving substantial "across-the-board" reductions in tariffs and other trade obstacles.

# Booming consumption remains chief spur to EEC growth rate

## Import surge benefits EFTA nations most; exports static; Intra-Community trade continues to gather momentum

Private consumption and public investment continued to constitute the main elements of economic growth in the European Economic Community. The Quarterly Survey published by the Commission of the European Economic Community highlights the main features of the current economic situation in the Community and in the individual member countries and analyzes the outlook for the coming months.

No important changes are expected in the 4.5% growth rate forecast for 1963 in the fourth quarterly report of 1962: a very slight expansion in exports of goods to non-member countries, a moderate increase in overall investments, and a fairly vigorous but somewhat slower growth of private consumption and public investment is foreseen.

In the last months of 1962 and the beginning of 1963 the general level of economic activity in the Community rose further, although in many sectors the pace of production suffered from the effects of the exceptionally cold winter.

Private consumption growth was again considerable, rising with wage and salary income. The growth occurred mainly in expenditures for consumer durables and services.

### New cars

New motor vehicle registrations in France and Italy during the fourth quarter were 30% and 43% higher than in the preceding year. Only in the Federal Republic of Germany did consumer demand expand less rapidly in the last months of 1962 than in the first half of the year.

Public consumption and investment also provided the economy with an appreciable stimulus. A lively demand for housing, generally in excess of supply, remained a strong element.

On the other hand, a persistent slackening of private fixed investment, especially in factory equipment, persisted except in Italy where a perceptible increase could still be observed.

The real expansion of consumption was somewhat hampered by rising consumer prices, a factor increasingly felt in the early months of 1963. On the whole, during 1962 the level of consumer prices was higher by 6.4% in Italy, 4.6% in France, 3.8% in the Netherlands, 2.9% in the Federal Republic of Germany, and 1% in the Belgo-Luxembourg Economic Union. The greatest increases occurred in services; at the same time prices of numerous producers goods steadied, except for items necessary to satisfy the rapidly expanding private consumption.

### Productivity increases

Despite unseasonable weather, industrial production increased by about 2% between the third and fourth quarters of 1962, after a rise of only 1.4% between second and third quarters. The production index in fourth quarter 1962 was 6.4% higher than in the corresponding period of 1961.

While production of basic raw materials continued generally sluggish, the chemical industry and the consumer goods industries, including textiles, expanded production vigorously. The production of passenger vehicles in the fourth quarter was up 25% over the corresponding level of the previous year.

This speedier growth of industrial production is believed to reflect a rapid rise in productivity, for, while general employment rose, its increase in the industrial sector was negligible.

### External trade

The Community's imports of goods from non-member countries again advanced vigorously. In the fourth quarter of 1962 they were up 7.5% in value over October-December 1961. The increase from non-member countries consisted largely of heavier imports of finished goods, especially consumer goods and motor vehicles. With very severe winter weather, imports of energy products also increased considerably in the last quarter of 1962 and on into 1963.

On the other hand, imports of food products clearly slowed down in the Community as a whole, and only in Italy did they increase substantially due to unfavorable harvests.

The EFTA countries profited most from the increased Community imports. The value of fourth quarter EFTA deliveries to the Community was up 11.1% in value over 1961; the year-to-year growth rate of purchases from the United Kingdom alone was 16.1%. Trade with U.S. sales to the Six in the fourth quarter of 1962 were still some 6.4% higher than in the same quarter of the preceding year; on the other hand, imports from the associated countries and territories did not quite reach the level of October-December 1961.

In contrast to the import expansion, Community exports of goods and services remained static, as has been the case since the spring of 1962. Fourth quarter Community exports increased only 0.7% over the corresponding period of the previous year, after having fallen 1.7% below the 1961 level in the third quarter.

In the first 2 months of 1963 exports were probably again lower than the year before, but this may have been, in large part, the result of the extremely cold European winter and the longshoremen strike in the U.S.

Community exports to the U.S. in the fourth quarter of 1962 were only about 2% higher in value than in the corresponding quarter of 1961. Exports to the EFTA countries showed an increase of 5.7%, while exports to Latin American countries were 8% lower than 1961.

### Deteriorates

The growth of imports, with exports more or less static, caused the Community's balance of trade to deteriorate in the fourth quarter. There was a trade deficit of $366 million, compared to approximate equilibrium in the last quarter of 1961. The rise in official gold and foreign exchange reserves clearly slowed down. The increase between the third and fourth quarters of 1962 was $201 million, compared with $308 million in the third quarter. In the first 2 months of 1963, official gold and foreign exchange reserves rose by a further $74 million.

Intra-Community trade gathered momentum in the final quarter of the year, increasing by 16.8% over the same period of 1961, after a year-to-year growth rate of 12.6% in the third quarter. There were greater deliveries of consumer goods, but a slowdown in farm product trade. The Federal Republic of Germany, France, and Italy, where consumption is expanding faster than in the other countries, greatly stepped up their purchases of consumer goods in the partner countries.

Economic expansion in the Community during the coming months should continue at about the same pace as in 1962. The growth will be almost en-

tirely due to internal demand with little contribution expected from external demand.

Consumption expenditure should remain quite vigorous. Growth will remain lively, especially in Italy and France, while there are signs that it is weakening in the Federal Republic of Germany, mainly because of the slower growth in wages and salaries.

Investment by public authorities should continue at high levels, especially in Italy. In contrast, the most recent figures on private investment indicate that any further expansion in plant by enterprises will be at best very moderate.

A phase of more stable prices is predicted, particularly as farm prices are expected to fall during the spring and summer. However, there will still be certain upward pressures on prices of services and many manufactured goods.

# Alliance credit helps Mexican firm buy U.S. products

## $4 million Eximbank credit will aid Monterrey soda ash plant

The Export-Import Bank has authorized an Alliance for Progress credit of $4 million to the private firm Industria del Alcali, S.A. of Monterrey, Mexico, to procure U.S. equipment, materials and services for the construction of a soda ash plant.

Among the items to be purchased in the U.S. are piping, pumps, vertical kilns, centrifuges, steam tube dryers, storage tanks, compressors, a boiler and feed water purification equipment and machine tools for maintenance shops.

The new plant, to be located at Monterrey, is designed to produce annually 82,000 metric tons of soda ash and 60,000 metric tons of industrial salt.

Industria del Alcali is owned jointly by the Fomento de Industria y Comercio of Monterrey and the Allied Chemical Corporation of New York, with Allied being a minority stockholder. The Fomento also holds substantial interests in the Mexican glass industry. Allied will provide technical assistance for the project. Total cost of the new plant is set at $14.5 million. In addition to the Eximbank credit the First National City Bank of New York will help finance the facility to the extent of $2.5 million.

# U.S. sales to Togo doubled in 1962; several investment openings listed

## Business activity dips after reaching record levels during 1962; U.S. flour sales up sharply as Togolese preferences shift

The Republic of Togo's 1962 trade and other statistics reveal that while business activity in 1962 was better than at any time since independence, a noticeable decline in business activity took place toward the end of the year and in early 1963.

This decline was caused by a fall in agricultural income, tighter border controls along the Ghanaian frontier, and the unsettled political situation following the coup d'etat of January 1963.

Even though agricultural production of foodstuffs increased, a drop in world market prices and Togolese export support prices made it more profitable to sell many crops on the local and neighboring African markets. Thus in spite of a 3-fold increase in 1962 phosphate exports, a significant drop in exports of secondary agricultural crops such as palm products, cassava, copra and groundnuts, resulted in an unfavorable trade balance of $9.9 million in 1962.

### U.S. exports doubled

The U.S. share of imports to Togo rose in value from 2.3% in 1961 to 4.3% in 1962. The actual value of imports from the U.S. increased from $588,000 in 1961 to $1.15 million in 1962. Exports to the U.S. declined during the same period from $2.5 million to $1.8 million.

The most significant increase in imports from the U.S. was the sharp rise in the value of flour imports from $10,092 in 1961 to $276,164 in 1962. The largest part of the increase can be attributed to increased preference for U.S. flour. Previously, most of Togo's flour imports came from France. Now the Togolese have found that American flour is more satisfactory for making local bread than French flour, and U.S. flour imports accounted for 52% by value of Togo's total flour imports.

An even larger share of Togo's raw tobacco imports, some 68%, came from the U.S., although the small absolute value of these imports caused raw tobacco to rank fifth on the list of U.S. imports. Imports of manufactured tobacco from the U.S. increased in 1962, although the U.S. still only had 7% of this market. The important part which re-exports of cigarettes to Ghana, a former British colony, play in the level of manufactured tobacco imports, accounts for the fact that the United Kingdom supplies more than 50% of Togolese cigarette imports.

### Ghana too

To a large extent, any increase in American exports of cigarettes in Togo depends on increasing demand for U.S. brands in Ghana as well as Togo.

1962 imports from the U.S., in order of their value were flour, manufactured tobacco, machines, automobiles, raw tobacco, petroleum products, rice, trucks, perfume and soap, and pharmaceutical products.

Possibilities for future increases in flour and rice exports to Togo are good. The sale of used clothing from the U.S. is another area which seems to offer possibilities of expansion. Local importers have also shown interest in importing low cost canned fish and meats from the U.S.

### Investment openings

According to the Planning Secretariat of the Togolese Government, existing investment possibilities include a flour mill, a fertilizer plant, a cigarette factory, a brick and tile factory and furniture manufacturing. The Planning Secretariat, which has been concerned in the past with investment opportunities, expects to have these functions taken over by the proposed Industrial Development Corporation. This corporation will arrange for preliminary studies and promotion of investment possibilities as well as assisting with the financing of acceptable projects.

This article was extracted from a much more detailed economic summary prepared by the American Embassy, Lome. A copy of that report is available, on a loan basis, from the Africa Division (OIRE), Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

# Panama's industrial output, construction reach new highs; foreign trade well above 1962

## U.S. dock strike cuts trade turnover in Colon Free Zone; AT&T completes Jamaica-Canal Zone deep-sea telephone cable; most industries operate at full capacity; expansions planned

Construction activity in Panama is believed to have reached record levels in the first quarter of 1963, the U.S. Embassy reports. Private building was close to the all-time peak of first quarter 1959, while public construction probably was at an all-time high. The outlook for continued expansion is promising.

The value of building permits issued in Panama City during the quarter amounted to $2.9 million, of which $2.4 million was for private construction. While these amounts were just short of those recorded for the first quarter of 1962 they were 59% over those for the fourth quarter, and a private sector gain of 49%.

Large uncommitted balances of foreign loans negotiated under the Alliance for Progress are available for public projects. Since the construction industry is regarded as the bellwether of Panama's economy, the favorable prospects for rising investment in this sector suggest the likelihood of a general rise in the country's economic activity.

### Full capacity

Most of the country's industrial establishments apparently operated at or near capacity during the quarter, and facilities were being expanded significantly in a number of lines. The new Fibrolit plant of Cemento Panama, representing an investment of $500,000, was inaugurated early in the quarter. It produces a building material of cement and laminated fibers from domestic woods.

Construction was reported under way on a large new paper box factory in Almirante, Bocas del Toro province. A new plant for the production of sanitary tissues was completed in Panama. The value of this investment, including plant and equipment, is estimated at $100,000. A new paper cup processing enterprise was reported to be investing a like amount in plant and equipment.

### More information

**Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.**

**Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.**

**For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.**

Government revenues and expenditures have not yet been published for the first quarter of 1963. Receipts for calendar year 1962, excluding grants, loans and similar items, totalled $67.6 million. Current expenditures against the ordinary budget, including sums committed but not paid and excluding payments made on past due accounts and payments financed from loans, were given as $67.3 million for the same period.

An interim budget of $12 million for ordinary expenditures in January-February 1963 was authorized. The amount budgeted for March, the first month of the new fiscal year, presumably was at least $6 million, so that ordinary expenditures authorized for the quarter as a whole probably totalled around $18 million. Indications are that ordinary receipts probably did not exceed $16 million, thus apparently causing a deficit of $2 million or more during the quarter.

### Figures lacking

Foreign trade statistics for the quarter are also not yet available. Unofficial information indicates that imports were lower than in the fourth quarter 1962, both because of seasonal factors and repercussions of the dock strike in the U.S. Although exports also were affected by the shipping problem, values are provisionally estimated to have shown a gain over the preceding quarter and over the first quarter of 1962. Shrimp exports were said to have declined, owing in part to seasonal factors, but were well above a year ago.

Expansionary forces were evident in business and domestic trade. An atmosphere of confidence prevailed in Panama City's business community. Retail sales in general reportedly showed a gain over a year ago. Building material sales advanced sharply and apparently were near the record high reached in the first quarter of 1959. Banks reported that foreign collections generally were paid promptly and local collections were normal.

Business activity in the Colon area, which improved markedly in 1962, was temporarily set back by lack of shipping during the U.S. dock strike. Regulations requiring businesses to close at 6 p.m. prompted complaints by some Colon merchants that this was cutting into their sales to cruise boat passengers.

Total trade turnover of the Colon Free Zone was off sharply during the quarter, mainly due to repercussions of the U.S. dock strike. Nevertheless, the favorable balance of Free Zone trade (outgoing less incoming shipments) rose to a record high of nearly $11 million.

### New industries

Ground was broken in the Free Zone for a $100,000 building for a publishing house, Grafica Editora de Colon, S.A. According to the official publication of the Colon Free Zone, this is the first "real" industry to be established in the Zone. The company, which publishes encyclopedias, scientific and text books, is expected to employ 250 Panamanians.

The country's second largest brewery announced that work had started on an addition to its plant in Chiriqui which, when completed in the latter part of this year, is expected to double the company's output. A soft drink producer is understood to have made an initial investment of one third on a $600,000 expansion

program. Projected investments for the production of food products, cosmetics, and paints were also reported.

### Rains boost crops

Panama received more rainfall than usual during the first quarter, so pasture conditions were much better than usual for this time of the year. The additional moisture was also beneficial to crops in most areas, although excessive rains caused losses in some. The corn harvest was up; production of potatoes and onions was much larger than a year earlier, and good crops of citrus fruits and melons were reported.

Experimental shipments of melons to the U.S. were well received and the prospects are favorable for melon exports on a commercial scale next year. The controlled price of milk for industrial uses was raised from 8 to 9 cents a liter, thereby averting a strike threatened by dairymen.

### Agrarian Code

The Agrarian Code, approved September 21, 1962 by an extraordinary session of the National Assembly, went into effect March 1, 1963. It is administered by an Agrarian Reform Commission headed by the Minister of Agriculture. The Minister submitted a pilot plan to the Commission for the development of 5,700 hectares (1 hectare equals 2.47 acres) in the Alanje region of Chiriqui Province, to be served by penetration roads built under the Alliance for Progress. This region is to be one of the main recipients of the agricultural development credits scheduled to be made by the Institute for Economic Development by December 1963.

Work was completed during the quarter on the Jamaica-Canal Zone section of a new deep-sea telephone cable which begins at Florida. It is part of a system planned for Central and South America by the American Telephone and Telegraph Company. International telephone service from Panama via the new cable was inaugurated April 1, at which time it was reported that this facility provided a 12-fold increase for Panama in the number of channels to carry both Telex and leased channel messages.

### CORRECTION

The headline to an article on page 20 of the June 17 issue of INTERNATIONAL COMMERCE erroneously referred to a "foreign trade upturn" in Paraguay during the first quarter of 1963. While foreign exchange reserves improved substantially, Paraguay's foreign trade was actually well below levels of the preceding quarter.

# Pending dissolution clouds Rhodesian commercial outlook; U.S. trade advantage narrows

## Southern Rhodesia's African traders organize to promote African business ventures; emigration, capital drain continue; Northern Rhodesia concerned by lack of secondary industries

The Federation of Rhodesia and Nyasaland continued to show a favorable balance of trade at the end of 1962, but this trend was recently counterbalanced by many adverse factors.

Perhaps the most significant of these were an outflow of capital, despite the presence of continued exchange controls, an increase in European emigration and the persistently low demand for dwelling and office space. The latter developments reflected the current political difficulties attending the pending dissolution of the Federation, according to the U.S. Embassy in Salisbury.

Beyond the inescapable fact that unraveling the commonly held assets and liabilities will be a prodigious task, it is impossible to do more than generalize on the outcome at this juncture.

### Trade balance still favorable

Provisional figures for the Federation's 1962 Balance of Payments were published recently and they revealed a favorable balance of visible trade. Imports were valued at $407 million while exports, including gold, totaled $621 million. For the first year since the formation of the Federation the gain on visible trade was almost outweighed by the loss in invisible transactions, as the outflow of capital was estimated at about $206 million, leaving a net gain of only about $7.6 million.

Since businessmen must now begin to think of the Federation in terms of its 3 constituent territories, it is noteworthy that the main exports can be divided with reasonable accuracy between the territories as follows: Northern Rhodesia, £123 million (largely copper and manganese); Nyasaland, £7 million (mainly tea and groundnuts); Southern Rhodesia, £92 million (largely tobacco, gold, chrome and maize). No such division of imports is possible on presently available statistics.

Compared with 1961 (figures in parentheses), 1962 exports to the U.S. totaled $19.4 million ($8.3 million), of which copper provided $9.3 million (nil).

Imports from the U.S. totaled $22.4 million ($24.6 million). Main import items were in general the same as earlier year: excavating, leveling and road construction machinery; aircraft parts; insecticides and fungicides; kraft and other wrapping paper; cotton fabrics; parts for internal combustion engines; passenger cars; non-cotton fabrics; aircraft and tractors.

The most notable change, compared with 1961, was that wheat imports dropped from $1.3 million to $271,737, mainly because the preferential tariff enjoyed by wheat from Australia and Canada limits purchases from the U.S. to certain types of wheat that may occasionally be desired.

Domestic product and income figures for 1962 are not yet available, but preliminary indications are that Gross Domestic Product and Gross National Product will have risen little from 1961, and may even have fallen. The 1962 GDP at factor cost of the 3 territories is estimated at: Northern Rhodesia, $374 million; Southern Rhodesia, $823 million; Nyasaland, $165 million.

The Gross Public Debt of the Federal and Territorial Governments at the end of December 1962 totaled $929 million, about equally divided between External and Internal Debt.

Post Office savings, which rose to a peak of over $77.6 million in mid-1962, have been dropping.

### Internal trade

The general commercial picture during the quarter appeared to be: **Southern Rhodesia**—steady, with the "Buy Home Products" drive achieving some success; **Northern Rhodesia**—steady, with occasional improvement in the African sector; **Nyasaland**—rather depressed, partially due to the country-wide shortage of corn (maize), the basic food.

There were indications that the real estate market in Northern Rhodesia was im-

proving—in Southern Rhodesia this was dormant—a few residential properties in the better class areas of Salisbury changed hands, but sites which in the boom years cost $2,800 were being offered at $840 or less.

### Africans organize

In Southern Rhodesia, African traders have formed a country-wide business organization which will represent principally the interests of transport operators and grain buyers. The organization will be called the Zimbabwe African Businessmen's Union (ZABU). ZABU will try to raise more capital for African business, to fight legal disabilities presented by the Land Apportionment Act, and to improve marketing facilities in rural areas.

Southern Rhodesia's mineral production for the quarter was valued at $16.2 million, compared with $17.9 million for the corresponding period in 1962. Gold and asbestos accounted for about $4.2 million each, with coal and copper the other most important contributors to the total. Copper production at the Mangula mine, which had been greatly reduced from November to January, increased in February, and returned nearly to last year's peak level in March. Production lost during the slowdown, which was attributed to the need for periodic reconditioning of the Alaska refinery, is expected to be made up during the year.

Northern Rhodesian figures are not available for the entire quarter. Production for the first 2 months totaled $47.6 million, of which electrolytic copper accounted for $36 million, and blister copper $8 million.

Due to loss of markets, almost all of last year's output of chrome ore for Southern Rhodesia ($7 million worth) has been stockpiled in the country and at Mozambique ports.

The Ministry of Mines and Industrial Development announced in late March the possibility that Southern Rhodesia would soon have a $2.8 million electrolytic refinery to serve mines near the Mangula and Alaska operations.

### Separation looms

The main topic of discussion in economic circles has been the economic effects of Southern Rhodesia and Northern Rhodesia separating. A significant aspect of this problem is the possible establishment of secondary industry in Northern Rhodesia. Figures show that industrial development has, since the begining of Federation, tended to go South rather than North in Rhodesia, a process which some local leaders characterize as Southern Rhodesia "milking" Northern Rhodesia. On the other hand, fears were expressed during the past quarter that any secondary industries set up in Northern Rhodesia would be along the same lines as those in Southern Rhodesia and would compete for a market which was inadequate for both of them.

Southern Rhodesia's furniture industry, once one of the country's biggest secondary industries, is facing a crisis. Sales have been falling for 2 or 3 years and now, although some manufacturers are trying to keep going by switching to the African market, others are finding it impossible to carry on. Furniture dealers are, of course, equally hit. In just over a year, 7 large furniture firms have closed down in Salisbury alone. The furniture trade had a boom when immigration was at its height, about 7 years ago.

### New plants contemplated

The Chairman of the Rhodesian and Nyasaland Tobacco Company announced in February that his company plans to produce cigarettes in Northern Rhodesia. A factory site is being sought.

The new Rover Rhodesia Limited assembly plant in Salisbury, opened on February 15, will produce 2,000 Land Rovers a year when it reaches full production.

Other new industrial plants now contemplated include: a baking powder factory (Salisbury); an ice plant (Kariba), and extensions to an ice-cream factory (Salisbury); bids were invited for a glass factory (Gwelo); warehouses (Gwelo); and a meat factory (Lusaka).

A much more detailed report on current economic activities in the Federation of Rhodesia and Nyasaland can be obtained, on a loan basis, from the Africa Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

## Grace Line begins service between U.S., Martinique

The Grace Line inaugurated the first regularly scheduled freight and passenger service between Martinique and the U.S. on May 23.

This new service will benefit the economy of the French West Indies and should help expand U.S. exports to these islands.

Grace will use on these runs its 9,000 ton, 52-passenger banana ships. The vessels will call once a week, reaching Martinique 13 days out of New York after stops at Santo Domingo and at Venezuelan and Colombian ports. They sail from Martinique directly to the U.S. arriving in New York six days later with a call at Baltimore en route.

# World paper and board supplies may outstrip demand

### U.S. and W. Europe furnish 72% of total despite decentralization

World paper and paperboard manufacturing capacity will rise at an annual rate of 6.3%, from 80.2 million tons in 1960 to 108 million tons in 1965, according to a survey by the UN's Food and Agriculture Organization.

The bulk of these expansions will occur in Europe and North America, which account together for 77% of the world's paper and 80% of the world's pulp manufacturing capacity. Strikingly, these expansion plans have grown continuously in the past 5 years despite repeated warnings by FAO about temporary surplus capacity in Europe and North America. Latest capacity extension plans for Western Europe alone are 2.3 million tons per annum higher than a year ago, and 5.6 million tons per annum more than what was estimated in 1959 for 1965.

Expected annual rates of growth in paper and paperboard manufacturing capacity during the 1960-65 period will be lowest in North America (3.9%), and highest in Africa (13.6%) and the Near and Middle East (27%). For paper pulp manufacturing capacity rates of increase will range from 3.2% for North America through 17% in Latin America and 25.4% in Africa, to 31.1% in the Near and Middle East. Published plans for the USSR indicate growth rates of 19% for paper and 20% for pulp, but these plans are being revised.

Despite the temporary surplus in Europe and North America, the rapid growth in world capacity indicates an encouraging response to trends in world demand for various types of papers for printing, writing and packaging. The high rates of growth in the non-industrialized regions will continue a process of decentralization that has been going on for some time with the result that Europe and North America, which immediately after the war accounted for over 90% of world capacity, are expected to contribute only some 72% by 1975.

A special study on prospects in Europe for pulp and paper has also been prepared. This study, financed by the industry, explores the trends in Western Europe.

# Eximbank modifies guarantee program to commercial banks

## Given wider credit discretion in sales of up to $200,000; can get advance approval of political risk guarantees

The Export-Import Bank has announced 3 modifications to Eximbank's program for issuing guarantees to U.S. private banks which help finance the nation's exports. The guarantee system protects private banks which finance export sales against combinations of political and credit risks.

These modifications are designed to give private banks greater flexibility in operations with U.S. exporters and the exporter's foreign customer:

★ Eximbank is placing greater reliance on the credit judgment of participating commercial banks in medium-term credits by giving these banks even wider discretion in the credit aspects in transactions invoiced at values up to $200,000 each.

★ Eximbank upon request will give advance approval of political risk portions of the guarantees. This enables the private bank to learn early in negotiation of a given transaction whether Eximbank will or will not accept the political risk. If the answer is negative, then the private bank can dispense with costly and time consuming credit investigations of the foreign buyer.

★ As the closing date for sales contracts approaches, private banks financing export sales under Eximbank guarantee are often faced with minor changes in the transaction such as the amount of the order, shipping dates, or slight variation in terms. Eximbank has arranged to enable banks to make such changes promptly.

These steps were taken to assure that the best financial facilities are available to U.S. exporters, so they have a workable method of getting their overseas sales financed.

Eximbank began its present guarantee program in 1961 to encourage private banks to participate to greater extent in the financing of U.S. export sales. Objectives of the program are to provide financing for the country's medium-term exports without recourse on the exporter; to enable private banks to offer broader services to their exporter-customers and to finance medium-term exports through private money sources rather than public sources such as Eximbank.

The guarantees are available to commercial banks and other financial institutions, provided the obligations of the foreign buyer are financed without recourse upon the exporter and the commercial bank assumes the credit risk on the early maturities of the notes. Eximbank's guarantee to the lending bank covers political risks on all maturities of the notes and credit risks on the later maturities.

Specifically, under this arrangement the lending bank receives from Eximbank political risk coverage throughout the life of the credit but must carry for its own account the credit risks on the first half of the installments or on the first 18 months, whichever is shorter. The amount advanced by the commercial bank on a non-recourse basis under Eximbank guarantee usually is 85% of the financed portion of the sale.

# U.S. firm studies new products for Costa Rica factory

## Jet age threatens 450 skilled aircraft repair technicians

An American consulting engineering and management firm has been awarded a contract by the Agency for International Development in an effort to utilize a factory and skilled manpower in Costa Rica.

As part of the Alliance for Progress, H. B. Maynard and Co., 718 Wallace Ave., Pittsburgh, Pa., will evaluate the financial crisis faced by Servicios Aerotecnicos Latino Americanos, S.A. ("SALA"), of San Jose, Costa Rica.

SALA in 1961 was one of Costa Rica's largest industrial establishments, employing some 450 highly skilled aircraft maintenance and repair technicians. The advent of the "jet age" has seriously curtailed its business, with airlines tending to centralize aircraft upkeep operations.

### Exploring

The H. B. Maynard technicians will explore the possibilities of utilizing existing SALA facilities and skilled manpower in their present capacity or in related lines of manufacturing endeavor. The advent of the Latin American Common Market, AID officials noted, offers numerous possibilities for the manufacture of products at the shops located at El Coco International Airport outside San Jose.

Under the $7,300 contract, the consulting firm is providing a technician familiar with aircraft maintenance and overhaul and a marketing expert with extensive Latin American experience. Their mission involves keeping intact a highly skilled manpower pool currently estimated at 300 persons. The Maynard company report to AID is expected by mid-July.

## Somalia port gets AID loan to buy U.S. goods, services

A $3.6 million loan to the Somali Republic for increase of water and power available to the port city of Chisimaio, and for completion of port installations, has been authorized by the Agency for International Development.

Loan conditions prescribe U.S. procurement except for items impractical to ship to Somalia.

Part of the loan will round out port facilities whose first construction phase under a $7.3 million AID grant is now in progress.

The new water system will purify water from the Giuba river and pipe it to both city and port whose demands are expected to rise to nearly a million gallons daily as compared to present consumption of under 100,000 gallons. Two 600 kw generating units will be added to two existing 125 kw units with provision for adding more as needed. Chisimaio's population is expected to grow from 16,000 to 50,000 by 1982.

# 4 Latin lands offer $1 billion generating equipment market

## Commerce Department survey also to review prospects in 5 other South American nations; detailed reports will be available

A potential market estimated at $1 billion for heavy electrical generating equipment is opening in 4 countries of South America according to an on-the-spot survey conducted by the Commerce Department's Business and Defense Services Administration (BDSA).

The survey, undertaken by BDSA's Power and Electrical Equipment Division, covered Venezuela, Colombia, Ecuador and Peru. It will be extended to Bolivia, Chile, Argentina, Uruguay and Brazil.

Of the first 4 countries surveyed, Colombia offers the most promising long-term market, and would account for more than half of the estimated outlay.

**Colombia:** Present installed capacity of approximately 1 million kw. is planned to be increased to 1.7 million kw. by the end of 1964 and to 4.2 million kw. by the end of 1975. Distribution system expansion of the National Interconnection System will require an expenditure of approximately $2 million to be completed within the next 4 years. Over the same period, $1.5 million will be ordered for the Central Hydroelectric del Rio Lebrija Transmission System.

**Venezuela:** Consumption of electric energy has had an average increase of 19% per annum over the 1950-59 period. The anticipated growth rate for 1963-66 is estimated at 21% a year with planned new installed capacity during the period amounting to 644,000 kw. consisting of hydro, steam, diesel and gas turbine units, some of which are to be purchased in 1963.

**Ecuador:** The power shortage in Ecuador is acute. The per capita installed capacity is the lowest of any country in South America. Electric power development plans are now being made by a recently retained firm of U.S. consultants. Projects currently under negotiation aggregate approximately $23.6 million for generating equipment, both hydro and thermal, scheduled for installation over the next 6 years. Procurement timing will depend on financing arrangements.

**Peru:** Planned installation of generating equipment in Peru for the period 1963-74 totals 11.3 million kw. Of this, 929,000 kw. will be hydro. Current negotiations for both hydro and thermal equipment amount to approximately $188 million, some of which has been committed for projects to be completed in 1964. The Peruvian market for electrical equipment is large. The competition is alert and very aggressive with most world-wide manufacturers represented. Financing for much of the expansion program has come from international lending institutions, both private and Government.

With tremendous hydro and fossil fuel resources together with rapid industrialization, this market for all manufactured products will continue to represent one of the largest in South America.

Detailed reports on these and other countries still to be surveyed will be available from BDSA as they are completed.

## N.Y. firm studies Latin investment thru Alliance

An investment survey of needs for precision castings by metal-working industries in 4 Latin American countries will be made by a New York firm under an Alliance for Progress agreement with the Agency for International Development.

The Avnet-Shaw Company of Plainview, Long Island, New York, will survey the feasibility of establishing foundries in Argentina, Brazil, Mexico and Peru. If established, the foundries would specialize in high precision castings for developing metal-working industries.

The cost of the survey, estimated at $10,000, will be shared equally by AID and the Avnet-Shaw Company. The terms of the investment survey agreement with AID specify that if an investment actually results, the interested company will bear the entire cost.

# Taiwan's economy strong enough for harder term loans

## $21.5 million AID power loan marks shift in lending policy

The Agency for International Development recently signed a $21.5 million loan authorization for the Taiwan Power Company calling for repayment in dollars at 3½% interest over 20 years. This loan marked a shift to harder terms in AID lending to the Republic of China.

Earlier AID loans to China had called for repayment in dollars over a 40-year period with a credit fee of ¾%. Still earlier, the Development Loan Fund had made loans repayable in local currency.

This move toward harder loan terms is in recognition of the economic progress that has been made by the Republic of China and is a step toward the point where its foreign-capital requirements can be met by conventional sources of financing.

Apart from Food for Peace sales and grants of agricultural products under Public Law 480, current U.S. economic assistance to Taiwan now is at least 90% in development loans repayable in dollars. A small technical assistance and participant training program, making up the balance, will concentrate on industrial management and economic planning.

The new AID loan, guaranteed by the Chinese Government, will cover about two thirds of a total $33.1 million cost of establishing a 200,000 kilowatt thermal power plant extension. AID funds will buy equipment, materials and services from the U.S. Engineering is planned to begin next month with first procurement in August. The new plant is scheduled to begin operations 3 years from this month.

Known as Shen-Ao III, the power station extension will be located in the northern tip of Taiwan and will be gridded into the existing system serving the entire island.

One of the main reasons for China's steady economic growth is her impressive industrial expansion averaging almost 13% every year over the past decade.

# Indonesia makes comprehensive changes in structure of trade and foreign-exchange rates

## Special exchange certificates (SIVA's) to be dropped, duty hikes on 'essentials' narrow tariff-rate spread

Substantial changes in Indonesia's trade and foreign exchange rate structure became effective on May 27. While details are not yet available, the following outline of the revisions has been received by the U.S. Embassy in Djakarta.

Imports are classified into three groups for purposes of foreign-exchange allocation. Group I, comprising the most essential commodities, includes rice, materials for the textile industry, pharmaceuticals, fertilizers, newsprint, and books. Group II comprises semi-essential commodities and Group III luxury items. While the official rate of exchange remains 45 rupiahs to the U.S. dollar, the new regulations indicate there may be no further transactions of any kind at this rate.

### Surcharge

Each of the three groups is now subject to a surcharge called *Hasil Perdagangan Negara* (HPN) or state trading levy, amounting to 270 rupiahs per U.S. dollar. A supplementary HPN levy of 225 rupiahs per U.S. dollar is levied on Group II imports and one of 495 rupiahs on Group III imports, making three effective exchange rates for imports.

Import duties, formerly levied on the value converted at the official exchange rate (45 rupiahs to the U.S. dollar), are now levied on the value converted at the effective exchange rates cited below (the official rate plus the HPN and supplementary HPN levies). These duties thus account for a considerably higher proportion of importing costs than formerly.

The new tariffs are 0, 50, and 100% for the three respective groups. The total cost of importing, including tariffs, now amounts to 315 rupiahs for Group I, 810 rupiahs for Group II, and 1,620 rupiahs for Group III. (See table.)

| Group | Official Exchange Rate (US$1) | HPN | Supplementary HPN | Total Effective Exchange Rate | Import Tariff | Total Cost of Importing |
|---|---|---|---|---|---|---|
| I | Rp. 45 | Rp. 270 | Rp. 0 | Rp. 315 | 0% | Rp. 315 |
| II | Rp. 45 | Rp. 270 | Rp. 225 | Rp. 540 | 50% | Rp. 810 |
| III | Rp. 45 | Rp. 270 | Rp. 495 | Rp. 810 | 100% | Rp. 1620 |

The special exchange certificate or SIVA (see FOREIGN COMMERCE WEEKLY, June 11, 1962, p. 1075 and INTERNATIONAL COMMERCE, Dec. 24, 1962, p. 9) has been abolished but existing SIVA's remain valid. The 10% export tax on all goods has also been eliminated.

### SIVA replaced

Export incentives furnished by the SIVA system have been replaced by the following provisions:

- Each exporter may retain in foreign exchange for unrestricted use 5% of the free-on-board value of exports. This share is called a *retensi*. Since export commissions average 2%, only 3% is actually free for unrestricted use.
- After deduction of the *retensi*, the effective exchange rate for exports is 315 rupiahs per U.S. dollar (the official rate plus an incentive of 270 rupiahs per U.S. dollar).
- As a special incentive, exporters will be granted an "Automatic Exchange Allocation" of 10% of the export proceeds after deduction of the *retensi*. This allocation must be used within 2 months after receipt and only to import goods in Groups I and II. It cannot be traded or transferred.
- Producer-exporters (as distinct from exporters) will be granted an Automatic Foreign Exchange Allocation of 15% of the export poceeds after deduction of the *retensi*. This also cannot be traded or transferred and must be used within 2 months to import goods in Groups I and II.

### Incentives

While the new regulations are more complex on the export side they increase the attractiveness of exporting by raising the effective exchange rates for exports. At the same time they continue to provide incentives—in the form of retained foreign exchange—with which exporters can meet their import requirements.

On the import side, procedures have been simplified and the number of effective exchange rates considerably reduced. In the absence of full details, it appears that the spread in import rates (including duties) has been narrowed by raising the effective rates for the most essential items. Also, by abolishment of the SIVA system, fluctuation in the effective exchange rates—for imports financed with SIVA's—has now been eliminated.

Under the new regulations, the Government continues to limit importation of the least essential items by making them more costly. Imports also continue to be subject to control through the licensing mechanism.

## New Spanish regulation on cigarette lighters cited

All cigarette lighters imported into Spain are required to carry engraved serial numbers, under an order effective from May 13. Engraving must be done in the country of origin, the U.S. Embassy in Madrid reports.

Importation of cigarette lighters has been liberalized. In 1961 lighters imported from the United States were valued at $1,810 among total lighter imports of $423,500. France was the chief source of Spain's imports of lighters in 1961. In 1962 total imports were valued at $446,000, but import data by country is not available.

# Guatemala adopts new regulations easing foreign-exchange controls

## Exchange department of Bank of Guatemala administers system through export licensing, payments registration, other devices

Guatemala has issued new regulations on international transfers of capital movements, effective May 25, 1963.

All current transactions are being freely licensed, in contrast with the previous practice of freely granting such licenses only for essential imports (47 listed categories) and the relatively restrictive interpretation of current payments for nonmerchandise transactions (INTERNATIONAL COMMERCE, Oct. 29, 1962, p. 22).

The certificate market in which premiums were paid previously for foreign exchange is now eliminated and foreign exchange may be obtained at the rate of 1 quetzal to the dollar.

**Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.**

### Limited amount

The Bank of Guatemala and authorized banks will continue to be the only institutions permitted to deal with the public in foreign-exchange transactions. Banks will be allowed to retain a limited amount of foreign exchange for current operations, and amounts in excess of this limit will be transferred daily to the Bank of Guatemala.

All foreign exchange resulting from exports and transactions in Guatemala, with only minor exemptions, must be declared and surrendered to the Bank of Guatemala or other authorized bank. Export licenses must be obtained from the exchange department of the Bank of Guatemala before Customs will permit the shipment of merchandise. The exchange department will refuse to grant export licenses when it has reason to believe that invoice prices are below those existing at that time in international markets.

### Registration

All payments in foreign exchange must be registered with the exchange department, which is authorized to issue exchange licenses. All importers must register anticipated shipments within 8 days of receipt of confirmation that the goods were shipped. The only exceptions are imports from countries signatory to the General Treaty for Central American Economic Integration (see FOREIGN COMMERCE WEEKLY, Mar. 6, 1961, p. 9). Importers have 90 days in which to realize imports registered with the exchange department.

In one of a series of advertisements in the local newspapers on implementation of the new regulations, the exchange department announced that for transactions requiring advance payment importers must deposit with the Bank of Guatemala or any authorized bank an amount equal to 25% of the foreign exchange required for pre-payment. This deposit can be made in cash or in government bonds and will be returned on presentation of evidence that the merchandise has arrived in Guatemalan customs.

### Entry

Foreign capital entering Guatemala must be declared to the exchange department for registration. The department may refuse to register capital when it is not convinced as to its foreign origin. Contracts with foreign entities must also be registered.

The exchange department may grant licenses for payments abroad for dividends and profits, and for amortization of capital. The regulations stipulate that remittances may be made of up to 15% of capital in any 5 years of any 10-year period and up to 5% in any of the remaining years of the same period. This regulation was part of the exchange-control law of last October.

Persons and firms desiring to make contractual payments abroad for interest and for amortization of loans and other obligations must register them with the exchange department to obtain licenses.

The department grants exchange licenses to national and foreign insurance and bonding companies on demonstration that funds are required for their activities. The monetary board will set criteria for the sale of exchange for foreign travel, family remittances, educational and medical payments, and similar transactions. Insurance policies for which premiums are payable in foreign currencies must be registered with the exchange department if exchange licenses are to be granted. Foreign capital and debts to foreign entities which are already listed with the department need not be reregistered.

## Venezuelan commission to study economic unity

Venezuela has created a commission on studies pertaining to Latin American economic integration, the U.S. Embassy in Caracas reports.

The commission will consist of 6 permanent members, one from each of the Ministries of Foreign Relations, Finance, Development, and Agriculture, the Central Office of Coordination and Planning (CORDIPLAN) and, for the private sector, the Federation of Chambers and Associations of Commerce and Production (FEDECAMARAS). One of the members will be designated by the President to preside.

The decree creating the commission notes a variety of considerations, including: that the Government has recognized Latin American economic integration as a means of accelerating economic development and elevating standards of living; that most Latin American countries adhere to the Central American Economic Integration General Treaty or the Montevideo Treaty, associations of an economic character oriented towards integration; and that the Alliance for Progress program expressly recognizes the need to broaden national Latin American markets in order to make fuller utilization of productive resources, stimulate development, increase productivity, and complement economic activities.

### SENEGAL-MALI PACTS

Five economic agreements were reportedly signed by Senegal and Mali this month. The agreements cover trade, payments, customs, railroad traffic, and use of Senegalese ports by Mali.

# Iceland cuts fee on imported cars in heavy class

### Action diminishes competitive handicap of big U.S. makes

Word has been received that Iceland on May 1 established by regulation a single rate of 100% free-on-board for the special import fee on motor vehicles, applying to all passenger vehicles except taxis and 4-wheel-drive vehicles with a wheel base less than 94 inches. The move—expected to spur U.S. exports—came with the establishment of a new tariff law, the U.S. Embassy in Reykjavik reports.

Previously, the special import fee on motor vehicles weighing 1,150 kilograms and over—a category including most American cars—was 135% f.o.b. value, while the rate for motor vehicles under 1,150 kilograms was 100% f.o.b. value. Although American cars are more expensive than most European cars because of higher freight f.o.b. costs, the weight discrimination has been removed by the Government's action.

#### Taxis

The change in the special import-fee on motor vehicles for use as taxis is even more favorable to imports from the United States. Previously, the fee on taxis weighing over 1,150 kilograms was 80% of the f.o.b. price, while the fee for taxis under 1,150 kilograms was 60%. Under the new regulation all taxis, regardless of weight, are charged at 30% of f.o.b. value.

In the case of 4-wheel-drive vehicles, those with a wheel base of over 94 inches are subject to the same 100% special import-fee as other motor vehicles. However, 4-wheel-drive vehicles with a wheel base of 94 inches and under are classified as farm vehicles and are exempt from the special import-fee. This gives a great competitive advantage to the 88-inch wheel-base European car, compared to the larger American cars which have wheel bases longer than 94 inches.

In addition to the special 100% import-fee levied on most motor vehicles, the current tariff on automobiles, according to the new tariff schedule, is 90% ad valorem based on cost, insurance, and freight price. This is approximately 8% higher than the combined specific and ad valorem duties according to the previous schedule. Since the freight cost (reflected in the 90% tariff) is approximately 2½ times higher on cars from the United States than on comparable cars from Europe, the final cost of American cars is obviously higher. However, with the establishment of a single rate for the special import fee, it is felt by the local automobile importers that American cars will be able to recapture some of the market previously lost to Europe.

# Turkey readies tax incentives for investors

Tax measures aimed at encouraging investment have recently been approved by Turkey's Grand National Assembly. Amendments to both the income tax and corporation tax laws emphasize the Government's interest in increased investment under the 5-Year Development Plan.

Among the most important changes in the income-tax law is a provision for an investment allowance to individual taxpayers and corporations. Under the amendment 30% of the total investment expenditures of commercial and agricultural taxpayers (including corporations) can be deducted from their profits in any one year. Forty percent is deductible for agricultural investments and investments aiming at regional development of underdeveloped areas. Deductions during each of the first 5 years, however, may not exceed 20% of the commercial or agricultural profits. Application of the investment allowance requires that the following conditions be met:

- The profits from which the investment allowance may be deducted must have been determined on the basis of a balance sheet.
- Investments must conform with the objectives of the 5-Year Development Plan.
- Investments must serve to increase production and productivity, promote exports, improve quality of goods and manufactures, be in cultural fields or scientific and technical research work, or attract foreign tourists. They must involve the construction of buildings other than social buildings, or the purchase of machinery, equipment, and means of transportation. Expenditures for buying land and spare parts are not included, but the supply of chemical products and fertilizers for agriculture is covered.
- The minimum investment subject to this provision is £250,000 ($27.8 million). For agricultural investments the minimum is £50,000 ($5.6 million), and for investments under the regional development plan it is £125,000 ($13.9 million).
- Plans, projects, financial statements, and the time required for the implementation of the investment project must be approved by the State Planning Organization and the Ministry of Finance.

Other changes in the income and corporations tax legislation include:

- The period in which losses from any one year can be deducted from profits was extended from 3 to 5 years under the Income Tax Law and from 2 to 5 years under the Corporation Tax Law.
- Taxes on the earnings in Turkey of foreign transportation companies, formerly assessed on the basis of an average lump-sum, will now be assessed by applying an average coefficient to the earnings of each company.

## Uruguay's national bank re-enters exchange market

The Bank of The Republic of Uruguay, after an absence of nearly 3 weeks, re-entered the foreign-exchange market at the end of May, buying pesos at 16.30 and selling at 16.80 to the dollar, compared to a previous rate of about 11 to 1. The prior deposit (applicable to goods subject to 150% or 300% surcharges) was raised from 100% to 200%.

These actions culminated a series of measures dating back to March, when imports were first temporarily suspended. The suspension was lifted in mid-April, upon the imposition of new exchange surcharges. These surcharge rates are now 20% on a wide variety of commodities not previously subject to exchange surcharges, and 60% and 100% on categories previously subject to 40% and 75%, respectively.

On May 9, the Bank of the Republic withdrew from the foreign-exchange market and shortly after temporarily suspended imports again, until re-entering the exchange market at the present rate and resuming imports on May 28.

### CANADA: CHAIN SAWS

Canada's tariff on portable electric-motor-driven chain saws has been reduced—effective June 6—from 22½ to 7½% by reason of customs reclassification. They are now held to be machinery not otherwise provided for, of a class or kind not made in Canada.

# Here's final list of Dutch firms wanting U.S. licensing tie-ups

The U.S. Trade and Industrial Equipment Mission to the Netherlands has reported its final list of manufacturing tie-ups sought by Dutch firms for production of various products in both the Netherlands and the U.S.

## Licenses offered

The names and addresses of the Dutch firms offering the following licenses may be obtained from the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., by indicating the appropriate file number which is included with each license opportunity offered to U.S. firms.

**352 Farm equipment**

American licensee sought for the production of an inexpensive transmission for power-take-off manure spreaders and silage trailers. Licensees are now in Germany, England, Denmark, France, and Belgium. File 1096.

**355 Paper machinery**

An internationally known manufacturer of heavy textile machinery seeks a U.S. licensee for its recently developed line of paper making machinery. File 1096.

**372 Aircraft parts**

A well known Dutch airplane manufacturer offers U.S. patent rights for construction of a helicopter blade, an aircraft wing with double slotted flaps, and a process concerning the manufacture of an aircraft part, the surface of which is provided with de-icer boots. File 1097.

## Licenses, joint ventures sought

**224 Imitation fur**

Manufacturer of plush pile fabrics seeks license to produce high style imitation fur fabrics. Koninklijke Textielfabrieken Raymakers N.V., Helmond.

**329 Packings**

License sought for the manufacture of packings for hydraulics, petrochemical, ship building, and aviation industries. Hertel & Co. N.V., Amsterdam.

**343 Heating equipment**

License sought for the production of gas space heating equipment. IMEFA, Industrieweg 9, Oudeschoot.

**344 Pressure vessels**

Process equipment manufacturer wants to produce pressure vessels in carbon and stainless steels, and other industrial process equipment. Sombroek-Zaandam, Rustenburgerdwarsstraat 4, Zaandam.

**355 Textile machinery**

Manufacturer of heavy textile machinery seeks joint venture with U.S. textile machine producer. Tattersall & Holdsworth, Postbus 53, Enschede.

**358 Air conditioning**

License sought for manufacture of commercial or industrial air conditioning equipment by manufacturer of ventilators, heaters, and fans. FA. Wed. J. Verhulst En Zn.,Waalwijk.

**358 Commercial cooking equipment**

Manufacturer of heavy duty gas cooking equipment seeks joint venture to produce commercial cooking and allied metal equipment. J.F. Quatfass N.V., Diemen.

**361 Ignition transformers**

License wanted to make ignition transformers for oil burners and ballasts for mercury vapor and sodium lamps by transformer manufacturer. S. Biederman, Lijnbaansgracht 8, Amsterdam.

**363 Household appliances**

Seeks license to make gas equipment. Van Wijk & Visser Eleck. Apparatenfabriek, Geldermalsen.

Exclusive license for the Common Market sought for the production of a garbage disposal unit for the home. Machinefabriek D. Vossebelt N.V., Zijtak W.Z. 97, Nieuw Amsterdam.

**364 Wiring equipment**

Manufacturer of automotive wiring harnesses and accessories for military and civil use seeks license to make automotive cables, wiring harnesses and connectors; and machinery for fabricating harnesses, circuits, and wire strippers. White Products N.V., Industrieweg 17, Oudenbosch.

**371 Automobile accessories**

Processor of waste cotton seeks license to manufacture filters incorporating cotton textile waste. I.E. Rozendaal's, Post Box 128, Enschede.

**382 Controls**

Domestic and industrial oil heating controls manufacturer seeks license to produce gas appliance controls. Inalfa N.V., Maasheesweg 83, Venray.

## Varied machinery

Manufacturer of aircraft and associated equipment seeks license or joint venture to make vending and packaging machines, special machine tools, electronic radar antennae, electro-mechanical equipment, electrostatics filter, heating and ventilating equipment, trailers, containers, nuclear equipment, special office machines, aircraft ground servicing equipment, printing machinery, and pneumatic and hydraulic equipment. Royal Netherlands Aircraft Factories Fokker, Schiphol.

Manufacturer of machinery, boilers, heat exchangers and allied equipment seeks license to produce off-shore drilling machinery, refineries and other equipment for the oil industry; pressure vessels and heat exchangers; printing and paper processing equipment; earth moving machinery and conveyor systems; and equipment for steel mills and mining. Verolme Engineering Works Ijsselmonde, Oostdijk 29, Rotterdam 26.

Builder of complete plants for chemical, fertilizer, and petrochemical industries seeks license to produce equipment for the chemical industry such as filters, heat exchangers, effluent treaters, mixers, and dryers. N.V. Vamac, Herengracht 92, Amsterdam.

Licenses sought for the production of hydraulic equipment, slush and high volume-high pressure pumps, and conveyor and material handling equipment. N.V. Machinefabriek Stork-Jaffa, Utrecht, Sichemstraat 8a, Rotterdam 16.

# Synthetic fiber maker wants U.S. processes in Mexico

A Mexican processor of synthetic fibers such as rayon, nylon, Dacron and Orlon used in weaving fabrics for sweaters, stockings and rugs is interested in new U.S. processes for throwing and texturizing synthetic yarns.

The firm reportedly has ample capital resources.

Write Atwomex, S.A., Calzada San Bartola No. 3, Naucalpan de Juarez, Edo de Mexico.

# Manufacturers in Europe, Japan and New Zealand look to U.S. companies for new techniques and ideas

**Pumps, pens, paints, pressure vessels and many other industrial or consumer products are on priority list of 23 overseas firms**

Varied industrial operations in 8 countries seek technical know-how from American manufacturers. These manufacturing activities range from coin changing and vending machines, cosmetics, and electrical equipment to food products, fabricated metal products, materials handling and transportation equipment, measuring devices, and pens.

**England.** Manufacturer of electronic equipment seeks license to make **test gear, control and computing equipment, nucleonic instrumentation, sonar equipment and servo apparatus.** The Redcliffe Radio & Engineering Co. Ltd., Emery Road, Brislington, Bristol 4.

✔ License sought for the production of **pressure vessels, steam boilers, heat exchangers** and other heavy duty equipment for use in petrochemical industries. Joseph Adamson & Co. Ltd., P.O. Box 4, Hyde, Cheshire.

✔ The parent company of a group of 50 companies in England and Wales seeks licensing arrangement to make a full range of attachments and **auxiliary equipment for civil engineering** contractors. Rubery Owen & Co. Ltd., Darlaston, Staffordshire.

✔ License sought to make **medium-sized pumps** by manufacturer capable of undertaking vertical boring up to 7 feet in diameter and horizontal boring of castings up to approximately 5′ x 5′ x 8′ with a weight of individual castings up to about 3 tons. Smith's (Harlow) Ltd., The Pinnacles, Western Industrial Estate, Harlow, Essex.

**France.** License sought for the manufacture of **lighting equipment, lamps and masks, explosion meters, and detection equipment** for use in mines and quarries. Compagine Auxiliarie des Mines, 42 rue du Polygone, Douai (Nord).

✔ Producer of record players seeks license to make **high fidelity acoustic enclosures and amplifiers.** Image et Son 3-5 rue des Rigoles, Paris 20.

✔ Manufacturer of mono-phase and tri-phase electric motors ranging from 1/10 HP to 4 HP to 1500 rpm seeks licensing rights on **U.S. motors.** Societe Moteurs Electriques Segal & Cie, 17-19 rue Charles Michels, Saint Denis.

✔ License sought for the production of **electrical measuring devices,** including highly complicated types to be manufactured in small series of 50 to 500. Le Control de Cauffe, 171 rue Veron, Alforville (Seine).

✔ Radio and TV producer seeks license to make industrial **electronic measuring and controlling apparatus.** Ribet Desfardins S.A., 13-17 rue Perier, Montrouge (Seine).

✔ Manufacturer of various types of railroad cars and handling equipment seeks license to make **materials handling and transportation equipment.** Orval S.A., 53 avenue Paul Doumer, Paris XVI.

✔ License sought for manufacture of **automobile accessories** by producer of electrical and mechanical parts for the automotive industry. Scintex, S.A., 65 rue de l'Industrie, Courbevoie (Seine).

**Germany.** License wanted to make new types of **fountain and ball point pens.** Hermann Boehler GmbH, 65 Hauptstrasse, 6901 Dossenheim bei Heidelberg.

✔ Manufacturer of coil winding and other special machinery for the electrical, radio, and cable industries seeks a license to make **condenser winding machines** for the radio industry. Blume & Redcker, GmbH, Rotermundstrasse 28, Hannover.

**Italy.** Conveyor manufacturer seeks license to make **power and free conveyors, and double rail chain conveyors.** Lorenzo Negro-Officina 54, Via Tiziano, Turin.

✔ Manufacturer of special varnishes for the iron and steel industry seeks license to make **special paints for industrial use.** Miroudur, S.r.l., Industria Vernici, Via Augusto Armellini 131, Rome.

**Japan.** Manufacturer seeks license to make **currency and coin changers.** Pacific Industrial Co. Ltd., 1703 Miwacho, Ogaki City, Gifu Prefecture.

✔ License sought for the production of **automatic vending machines** by manufacturer of aircraft and aircraft engines. Kawasake Aircraft Industries, Ltd., Dojima Daiichi Bldg., 27, 1-chome, Dojima Naka Machi, Kitaku, Osaka.

**Netherlands.** License sought for the production of newly developed **1- and 3-phase AC generators.** Dynaf N.V., 29 Kwakelkade, Alkmaar.

✔ License wanted to make **medium priced cosmetics** by manufacturer of perfumes, toothpaste, lotions, and soap. N.V. Zeepfabriek Het. Klaverbaad, 14 Spaarnwouderstraat, Haarlem.

✔ Manufacturer of **meat preserves** seeks a joint venture with a U.S. firm to expand operations to cover the Common Market. Vleeswarenfabriek Gerrit Hunink, 77 Zwolseweg, Wijhe.

✔ Manufacturer of perforated metal and artificial plates and sheets seeks license to produce **products made from perforated metal and artificial plates and sheets.** N.V. Constructie Werkplaats en Werktuigfabriek de Nederlandse Staalindustrie, 40 Keilwgeg, Rotterdam.

**New Zealand.** Manufacturer seeks license to make **household electrical appliances.** Zip Industries Ltd., POB 328 Nelson.

**Scotland.** Precision engineering firm seeks license to manufacture **precision components,** particularly of a hydraulic nature or involving the use of sintered metal parts. Smith, Fullerton Ltd., 3A Blairlinn, Cumbernauld, Glasgow.

## Mexican firm wants license for tape-making equipment

A small Mexican manufacturer of adhesive tape and decorative ribbons is seeking U.S. licenses for the manufacture of magnetic recording tape, high voltage insulating tapes and plastic cement of the type used by the shoe industry. In exchange for a minority interest, the Mexican firm proposes that the licensor provide all of the machinery required to make magnetic recording tape and some of the machinery for the production of electric insulating tape and plastic cement.

Write Janel, S.A., Soja No. 85, Colonia Esmeralda, Mexico 13.

## Embassy in Cairo will sell UAR pounds to U.S. citizens

The American Embassy in Cairo, United Arab Republic, is authorized to sell to U.S. citizens travelling overseas Egyptian pounds received by the U.S. from the sale of surplus foods.

Purchases may be made upon presentation of passport and by payment with U.S. currency, personal checks drawn on a bank in the U.S., or any of the normal U.S. dollar instruments.

## Veterinary building planned for college in Kenya

About August 1, the Royal College, Nairobi, Kenya, will solicit bids for the piling contract of a microbiology and pathlogy block for the Veterinary School at Nairobi, comprising two blocks of buildings containing student laboratories, research laboratories, offices, animal accommodation, complete with services and sewage disposal.

The buildings are of two stories, reinforced concrete frames and block in filled walls, elevated on concrete v-frames, supported on reinforced concrete poured piles. There are about 60 piles and approximate length of each pile is 60 ft. Estimated cost of the piling contract is approx. 12,580 pounds sterling.

Around November 1, the superstructure contract for the above building will be sent out for bids. Estimated cost for this part of the work is 142,000 pounds sterling. Contractors' interest is invited on either or both the foundation and superstructure jobs.

The successful contractor for each of these contracts will enter into an agreement with the Royal College, Nairobi, and payments will be in U.S. dollars, in the event that a U.S. contractor receives the award, or pounds sterling if an East African contractor receives it. AID will reimburse the Royal College for these contracts. Only bonafide U.S. and East African contractors will be permitted to submit bids.

Complete tender documents, including bills of quantities, specifications, contract forms, and working drawings for preparation of bids will be available in Kenya only. Sealed bids will be received by the Royal College architect, about September 1, for piling contract and about December 1 for the superstructure contract. For piling, work will begin October 1, and be completed by December 1. For the superstructure, work will begin January 1, 1964 and be completed by January 1, 1965.

Materials for these contracts not manufactured in East Africa are to be imported by the contractor from the U.S. Reinforcing steel for the foundation contract will be procured in advance by the College.

Interested contractors may contact Mr. Barry F. Mountain, Daniel, Mann, Johnson and Mendenhall, 1725 Eye St., NW., Washington 6, D.C., (Telephone: FEderal 8-3480), for further information and arrangements to inspect documents indicating scope of work and required contract forms.

Contractors intending to bid should submit their names to Hughes and Polinghorne, P.O. box 2693, Nairobi, Kenya, East Africa (Telegraphic Address: ARCAF, Nairobi), the College Architects, on or before July 15.

## Argentina modifies tenders for petroleum bulk plants

Gas del Estado, Buenos Aires, Argentina, announces modifications to public bid 5060, installation of bulk plants for propane and gasoline. (INTERNATIONAL COMMERCE, May 27, p. 36).

One copy of modification, in Spanish, is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

*Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.*

■ indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

## Leads for Exporters

*Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.*

### 010 Commercial Farms

**MOROCCO**—Undehaired calf-skin flanks, average thickness 1.8 to 2.0 mm. S.T.A.G.—Societe des Tanneries Grard, (manufacturer, exporter), Km. 5.400 Boulevard Moulay Ismael, Casablanca.

### 011 Field Crop Farms

**GERMANY**—Soy beans for the manufacture of soy bean meal and dietetic foods. Walther Schoenenberger, (manufacturer, exporter), Pflanzensaftwerk, 7031 Magstadt bei Stuttgart. WTD 5/31/63.

**MOROCCO**—Raw cotton for cotton spinning, weaving mill under construction; the plant will have 16,000 spindles and 400 looms. Satfilage, (manufacturer), 3 Rue Henri Regnault, Tangier. WTD 5/29/63.

### 019 Commercial Farms

**PHILIPPINES**—Agricultural seeds. Direct purchase and agency. Seed Corp. of the Philippines, (importer, wholesaler), 327 Quezon Blvd. Ext., Quezon City.

### 105 Bauxite, Aluminum Ores

**PAKISTAN**—High grade bauxite. Dalmia Cement, Ltd., (manufacturer), P.O. Dandot R.S., District Jhelum.

### 200 Food

**GREECE**—Edible vegetable oils, grains, cereals; also canned foods in general. Direct purchase and agency. The Commercial Agencies of Greece, (sales agent), 41 Sofocleous St., Athens. WTD 12/20/62.

**TRINIDAD**—Split peas and cracked corn. Agostini Bros., Ltd., (manufacturers' representative, merchant, distributor), P.O. box 191, Queen & Chacon Sts., Trinidad, W.I. WTD 5/20/63.

### 202 Dairy Products

**GREECE**—Dairy products, standardized dairy products, whipped cream. The Commercial Agencies of Greece, (sales agent), 41 Sofocleous St., Athens. WTD 12/20/62.

**SAUDI ARABIA**—Natural butter fat in 40 lb. tins, two per case; requests quotation prices c.i.f. Jidda and Karachi. Anwar Abu al-

Jadayil & Sons, (importer, wholesaler), P.O. box 72, Jidda. WTD 8/22/62.

## 203 Canning, Preserving Food

**PHILIPPINES**—Canned fish. Dy Te & Co., (importer, wholesaler, exporter), P.O. box 85, 94 F. Gonzales St., Cebu City. WTD 5/31/63.

## 204 Grain Mill Products

**PHILIPPINES**—Wheat flour. Dy Te & Co., (importer, wholesaler, exporter), P.O. box 85, 94 F. Gonzales St., Cebu City. WTD 5/31/63.

**SAUDI ARABIA**—"Mazza" rice packaged in 100 k. bags. Anwar Abu al-Jadayil & Sons, (importer, wholesaler), P.O. box 72, Jidda. WTD 8/22/62.

**SPAIN**—Wheat, corn, barley, oats, beans in general, soybeans, soybean flour and oil. Requests replies in Spanish. Hijos de Raimundo Yllera, Ltda., (importer, exporter, wholesaler), P.O. box 66, Burgos. WTD 5/24/63.

## 207 Confectionery

**GREECE**—Raw materials for the confectionery and pastry industries. The Commercial Agencies of Greece, (sales agent), 41 Sofocleous St.), Athens. WTD 12/20/62.

## 209 Food Preparations

**AUSTRALIA**—Safflower seed oil, non-break, color-gardner max. three, other specifications as per niop rule 69, viz., ffa max. 1.5, iodine value min. 1.40, unsaponifiable matter max. 1.5; interested in 200 t. Gollin & Co., Ltd., (importing distributor, exporter), 50 Crown St., Sydney. WTD 3/29/63.

Soybean meal; requests replies from manufacturers only. Mr. D. R. McGregor, Managing Director, (exporter, importer), McGregor Clyne, Pty., Ltd., Box 4880, G.P.O., Sydney. WTD 11/20/62.

**GERMANY**—Refined edible safflower oil in steel drums containing 200 k. or in small containers; requests quotation prices f.a.s. basis. E. Bade & Co., (importer), Brandstwiete 27-31, Hamburg 11. WTD 1/30/63.

**ITALY**—Oil seeds, greases for industrial use; raw materials for the manufacture of soap, detergents. Saverio Pansini, (importer, exporter), Via Bressonone 5/3, Rome. WTD 10/18/62.

**MOROCCO**—Crude degummed soybean oil, cottonseed oil bpsy and sunflower seed oil ffi (1.5%), 0.5% max. impurities; estimated annual consumption, 42,000 mt. Direct purchase and agency. Comptoir National Marocain, (importer, wholesaler, manufacturer), 16 Rue Mostafa el Maani, Casablanca. WTD 4/3/63.

## 220 Textile Mill Products

**BARBADOS**—Rayon filament cloth, plain, printed; artificial silk cloth, plain, printed. Direct purchase and agency. Bradshaw & Co., (importer, commission agency), P.O. box 228, Bridgetown. WTD 5/24/63.

**BRITISH HONDURAS**—Cotton or rayon piece goods for clothing. Odette Fancy Store, (importer, exporter, wholesaler, retailer), 29 Albert St., Belize. WTD 4/26/63.

**DENMARK**—Textile fabrics: jersey, laminated jersey, poplin, gabardine with acetate, quilted linings, nylon linings. Direct purchase and agency. Ludv. C. Ludvigsen, (importing wholesaler, agent), 20 Kochsvej, Copenhagen V. WTD 5/27/63.

**ECUADOR**—Continuous filament yarns for the manufacture of men's, women's, children's garments: sweaters, hosiery, underwear, sports shirts; particularly interested in new types of yarns; requests replies and illustrated material in Spanish, with yarn samples. Fabrica de Tejidos de Punto "La Sirena" de Homero H. Ortiz, (manufacturer), Calle Cuenca 900, Ambato. WTD 5/16/63.

**GERMANY**—Scrap of metallic asbestos fabrics and yarns with brass, copper, or zinc cores; scrap of non-metallic asbestos yarns not containing synthetic or cotton fibres; monthly demand about 30-40 t.; requests replies from manufacturers only. Direct purchase and agency. Carl E. Brandes, (importer, sales agent), Walderseestr. 4, Hannover.

**NETHERLANDS**—Textile yarns for weaving, knitting, hosiery mills, made from manmade fibers, continuous filament; spun, blended, dyed, bleached—all kinds. Direct purchase and agency. H. G. W. Stolker, (sales agent), Bolhaarslaan 38, Enschede.

## 221 Broadwoven Fabric Mills, Cotton

■ **TUNISIA**—Cottons, twills, sateens, denims, poplins, flannels, plain and printed, bleached, dyed sheeting, calicos, shirtings, bleached, piece dyed, colored. Fabrics approx. 30-36″ wide, and 90-95 in. Cotton blands for women's, men's wear. Amount $1,000,000. Loan no. 664-H-011. U.S. source. Bid deadline July 15. Societe Generale des Industries Cotonnieres, 14 Rue des Tanneurs, Tunis.

## 223 Broadwoven Fabrics, Wool

■ **TUNISIA**—Wool suiting materials, 58-60″, for men's wear, plain and fancy material for women's clothing. Bid deadline July 15. Societe Generale des Industries Lainieres, 14 Rue des Tanneurs, Tunis. Amount $350,000. Financing will be under an AID loan.

## 228 Yarn, Thread Mills, Products

**★★ NETHERLANDS—Trade Mission**

Wishes to establish import business in stretch yarns. Handelsonderneming H.J. Bendel, Nieuwe Bussumerweg 60, Huizen. I.R. 398.★

## 229 Textile Goods

**GREECE**—Cotton, rayon, nylon, synthetic fiber, remnants of second choice; requests replies from manufacturers only. Direct purchase and agency. D. Theodoridis, (importer, wholesaler, sales agent), 5 Romvis St., Athens (123). WTD 5/28/63.

■ **KOREA**—Rayon tire cord, 1650 d/720—1500 f, 12 x 12 x 10 tpi, single yarn, two ply, approx. 60,000 lb.; nylon tire cord, 840 d or 1680 d/2 single yarn, two ply or dipped, 16,500 lb. FOB price. C&f Inchon or Pusan, U.S. flag vessel. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline July 2. Tong Shin Chemical Products Co., Ltd., #36, Moonraedong 2-Ka, Yongdongpo-ku, Seoul. Cable: EUNSUNG, Seoul. Ref no. FFO-SAI-3-488. Copy of all offers to be sent air mail to Bank of Korea, AID Section, and to the Director, USAID, c/o American Embassy, Seoul.

**★★ NETHERLANDS—Trade Mission**

Wishes to be agent for U.S. firm exporting textile goods. Ouwens Textielagenturen, Brinkstraat 184, Enschede. I.R. 339. Netherlands.

Wishes to represent U.S. manufacturers of piece goods, shirtings (drip-dry), pajama fabrics, printed and yarn dyed goods, lingerie fabrics, flannelettes. A. Vondeling, Groen v. Prinstererlaan 22, Enschede. I.R. 337.

## 230 Apparel

**BRITISH HONDURAS**—Summer-weight clothing. Odette Fancy Store, (importer, wholesaler, retailer, exporter), 29 Albert St., Belize. WTD 4/26/63.

## 232 Men's Furnishings, Work Clothing

**★★ NETHERLANDS—Trade Mission**

Seeks exclusive representation for ladies' and men's sportswear of all types for daytime use as well as beachwear. Intermark, Rochussenstraat 57b, Rotterdam. I.R. 382.★

## 233 Ladies', Children's Sportswear, Outerwear

**★★ NETHERLANDS—Trade Mission**

Seeks exclusive representation for ladies' children's dresses, coats, suits, as well as sportswear in popular and low prices. Van Os, 110 Schiedamseweg, Rotterdam Z. I.R. 291.

Wishes to represent U.S. manufacturers of men's, women's, children's clothing, accessories. Also desires to export ladies', men's woolen scarves. Lookfar Agentuur En Commissie Handel, Hulst. I.R. 381.★

Agent in women's ready-to-wear wants exclusive agency for U.S. made women's, children's dresses, coats, suits. R. Bangma, Merwedeplein 14, Amsterdam. I.R. 209.

## 240 Lumber, Wood Products, Except Furniture

**GREECE**—Lumber to be used for shipbuilding, construction purposes: yellow pine, long leaf, Douglas fir, clear; oak, hardwoods; plywoods, railway ties. George & Costas St. Stamatekos, (importer, retailer, wholesaler), 11 Dervenakion St., Piraeus. WTD 5/28/63.

## 242 Sawmills, Planing Mills

■ **KOREA**—Lumber, Douglas fir and/or hemlock, and/or white fir and/or s. spruce and/or western red cedar and/or port orford cedar no. one or no. two; merchantable grade allowing no. two and/or no. three common grade. Approx. 2,500 mbf, 12″ x 12″ or larger x 12′ up. C&f Pusan or C.i.f. Pusan or fas U.S. Port. Copy of all offers to be sent air mail, to Bank of Korea, AID Section, and to the Director, USAID, Seoul, c/o American Embassy. PA#489-570-000-356-3205. U.S. source. Quotation deadline July 1. Jung Sin Sawmill, no. 127 Dong San-Dong, Taegu. Ref. no. FFO-SAI-3-487.

## 261 Pulp Mills, Products

■ **KOREA**—Unbleached sulphite woodpulp, 90/100 air dry basis, prime grade, about 77 long t. C&f or c.i.f. Pusan, all U.S. flag. Fob price. PA#489-901-356-3202. Limited worldwide (901). Quotation deadline July 2. Sae Han Paper Mfg. Co., Ltd., 97, 3-ka, Namdaemun-ro, Chung-ku, Seoul. Ref. no. FFO-SAI-3-346a. Copy of all offers should be sent air mail to Bank of Korea, Attn: AID Section, and to the Director, USAID, Seoul, c/o American Embassy.

## 262 Paper Mills, Products

■ **MOROCCO**—Kraftliner, water finish, 140 gr. per sq. m., mullen index 45 or over, elmendorf tear index, machine direction 3109 min., cross section 3909 min., 100 mt.; same, but 240 gr. per sq. m., 45 or over, m.d. 4100 min., cd. 4900 min., 300 mt. To be sent in 2-mt.

reels, 210 cm. wide. Mandrels to have inside dia. of 120 mm. C.I.F. Casablanca. Only air mailed offers with samples will be accepted. Copy of quotation to be forwarded ot USAID Mission, c/o American Embassy, Attn: Supply Advisor, Rabat; and to the Ministere du Commerce, Direction du Commerce, Rabat. PA#608-591-898-256-2222. Limited worldwide (898). Deadline July 5. Ste. des Emballages Cellulosiques, S.A., 84, Blvd. Moulay Slimane, B.P. 3029, R.N., Casablanca.

■ **TURKEY**—Multiwall, unbleached, unglazed, 100% pulp sack kraft paper manufactured according to U.S. specifications, uus 48c, class a, length ¾ of order, 100 cm. or 39⅜"; ¼ of order, 101 cm. or 39¾"; ¼ of order, 102 cm. or 40⅛", all 70 gr./m² or 43 lb. Inner dia. of rolls, min. 7 cm. or 2¾", outer dia. max. 100 cm. of 39⅜". Prices should be given fob, including value of each gross mt., certificates of origin, legalization fees, other expenses. CIF Izmir and Istanbul. PA#277-591-901-356-3225. Limited worldwide (901). Bid deadline July 8. Gubre Fabrikalari T.A.S., Zafer Han Kat 4, Galata, Istanbul.

## 264 Converted Paper, Paperboard Products

**FRANCE**—Novelties in the stationary, paper trade. Istra, Imprimerie Strasbourgeoise, (importing wholesaler, manufacturer), 15, Rue des Juifs, Strasbourg. WTD 12/17/62.

**SOUTH AFRICA**—Kraft spinning paper, highest possible wet strength desired; requests responses, samples from manufacturers only, or their sole export house. Spilo, Pty., Ltd., (manufacturer), P.O. box 282, Paarl, C.P.

## 280 Chemicals

**ENGLAND**—Chemicals, pharmaceutical raw materials. Direct purchase and agency. A. Revai & Co., (Chemicals), Ltd., (importer, sales agent), 7/8 Idol Lane, Eastcheap, London. EC.3. WTD 5/16/63.

**GERMANY**—Petrochemicals. Aktiengesellschaft fuer Chemische und Teerprodukte, (manufacturer, importer), Jungfernstieg 51, Hamburg 36. WTD 4/18/62.

**GREECE**—Additives for the food processing industry. The Commercial Agencies of Greece, (sales agent), 41 Sofocleous St., Athens. WTD 12/20/62.

**NETHERLANDS**—Auxiliary raw materials for the chemical and paper industries. Direct purchase and agency. Firma H. Duterloo, (sales agent), Wladimirlaan 1, Bussum.

Chemicals for the textile industry. Direct purchase and agency. H.G.W. Stolker, (sales agent), 38 Bolhaarslaan, Enschede.

**SWEDEN**—Raw materials, chemicals for paint, varnish industry. Tranemo Fargfabrik AB, Tranemo.

**TURKEY**—CO-2 Core binder for quick drying of foundry sand mold cores; literature on the equipment available on a loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4319, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-4675). Teksan Kol. Sti., Fazil Alemdar, (manufacturer of home water meters), Topcular no. 4, Edirnekapi, Istanbul.

**VIETNAM**—Industrial chemicals for use in manufacture of aerosol sprays; freon, genetron, for compression, chemical components of insecticides, hair set sprays, deodorants. Requests replies in French. Aerosol du VietNam, (manufacture, wholesaler), 168/2 Duong Co-Bac, (Phu-Nhuan), Saigon. WTD 5/23/63.

## 281 Industrial Chemicals

**★★ NETHERLANDS—Trade Mission**

Desires to represent U.S. manufacturers of raw materials for the paint industry, including enamels, galvanic industry, synthetic resin and rubber industry. N.V. Associatie Voor, Chemische Produkten "Lithos," Emmapark 3. The Hague. WTD 4/26/62. I.R. 324.

**PAKISTAN**—Chemicals for water treatment and for use in laboratories. Dalmia Cement, Ltd., (manufacturer), P.O. Dandot, R.S., District Jhelum.

■ Inhibitor, corrosion, kontol no. 141 and 147, water and oil soluble 440 gal. each, packed in 55 US. gal. capacity steel drums; same, except kontol no. 143, 2,420 gal.; tret-o-lite demulsifier for dehydration of crude oil emulsion, 20 drums, packed in four cwt. drums; caustic soda flake, 98/99%, 250 cwt. packed in 112 lb. net drums. Loan no. 391-H-056. U.S. source. Bid deadline July 5. Pakistan Petroleum, Ltd., PIDC House, P.O. box 3942, Kutchery Rd., Karachi. Cable: NORPROS, Karachi. IL#331528. C&f Karachi.

■ Basic chrome sulphate in powder, $5,500; bates, for chrome goat and box side seven calfs, $3,000; thermoplastic binders, for chrome leather, $2,000; titanium dioxide, $2,000. Loan no. 391-H-056. U.S. source. Bid deadline July 2. Aziz Tanneries, Ltd., High St., Montgomery. Cable: FURHOUSE, Montgomery. IL#208437.

■ Naphtol; trivamine; trivasol; variamine; anthrasol; aniline salt, long list of items, various descriptions, quantities. Loan no. 391-H-056. U.S. source. Bid deadline July 5. Universal Dyes & Chemicals, Rampart Row, Karachi 2. S/A no. 334417.★

**PHILIPPINES**—Industrial chemicals such as caustic soda, soda ash, acetone, isopropyl alcohol, creoline, hth powder, boric acid. Superior Gas and Equipment Co. of Cebu, Inc., (manufacturer, importer, wholesaler), P.O. box 365, 279 Juan Luna St., Cebu City. WTD 5/14/63.

Caustic soda solid, 76% and 98-99%, packed in steel drums. Direct purchase and agency. Times Trading, (importer, wholesaler, indentor), P.O. box 155, Cebu City. WTD 4/30/63.

**VENEZUELA**—Industrial chemicals. Direct purchase and exclusive agency. Magnus Chemical Co. de Venezuela C.A., (importing distributor, manufacturer, sales agent), Local 14, Edificio Galipan, Avenida Miranda, El Rosal, Caracas. WTD 5/30/63.

## 282 Synthetic Materials

**★★ NETHERLANDS—Trade Mission**

Seeks exclusive representation of U.S. manufacturers of thermo-plastic raw materials. De Vries Chemiebouw N.V., Graaf Willemlaan 26, Amstelveen. I.R. 452.

■ **PAKISTAN**—Polyethylene, 194,500lb. Loan no. 391-H-056. U.S. source. Bid deadline June 29. Weatherproof Packing Materials Industries, 194 A/B Industrial Area, Tejgoan, Dacca 8. IL#278551.

**PHILIPPINES**—Plastics materials, such as polyethylene low mol. wt. Direct purchase and agency. Esso Standard Eastern, Inc., (importing distributor), 1071 United Nations Ave., P.O. box 436, Manila. WTD 2/11/63.

■ **TUNISIA**—Polyester wool, rayon, manmade fiber suitings, 58-60" wide, for men's wear. Low to medium priced material for women's, children's dresses, all widths. $650,000. Bid deadline July 15. Societe Generale des Industries Textiles, 14 Rue des Tanneurs, Tunis. Financing will be under an AID loan.

**TURKEY**—Plastic materials. Tansu Kollekti Sirketi, (import, export), Dogubank Is, Hani, Kat 5, no. 502, Sirkeci, Istanbul.

## 283 Drugs

**HONG KONG**—Pharmaceutical products. The Sapphire Trading Co., (importer, exporter, manufacturers' agent), 201 Bank of Canton Bldg., Hong Kong. WTD 10/5/62.

**LEBANON**—Antibiotics, vitamins, hormones, ethical drugs; in vials, capsules, tablets, suppository, syrups; high grade; requests replies from manufacturers only. Exclusive agency and distributorship for Lebanon. Droguerie Goraieb, S.A.L., (importing distributor, manufacturers' agent), P.O. box 3872, Rue Georges Picot, Starco Bldg., Beirut. WTD 5/27/63.

Pharmaceutical products, high grade, quantities to be arranged; requests replies from manufacturers only. Direct purchase and agency for Lebanon and other Middle East countries. T. Gargour & Fils, (importing distributor, manufacturers' agent), P.O. box 371, Rue Foch, Beirut. WTD 5/28/63.

**★★ NETHERLANDS—Trade Mission**

Importer and wholesaler of pharmaceuticals seeks to represent a U.S. cosmetic and ethical pharmaceutical house. Would consider a license or joint venture proposal. N.V. Gaba, Laranseweg 125, Hilversum. I.R. 235.

**NIGERIA**—Pharmaceutical products. Direct purchase and agency. Drugs Houses, (Nigeria), Ltd., (dealer), 46 McCullum St., Ebute Metta, Lagos. WTD 5/29/63.

## 284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

**GREECE**—Detergents. The Commercial Agencies of Greece, (sales agent), 41 Sofocleous St., Athens. WTD 12/20/62.

**HONG KONG**—Cosmetics. The Sapphire Trading Co., (importer, exporter, manufacturers' agent), 201 Bank of Canton Bldg., Hong Kong. WTD 10/5/62.

**LEBANON**—Cosmetics, high grade, quantities to be arranged; requests replies from manufacturers only. Direct purchase and agency for Lebanon and other Middle East countries. T. Gargour & Fils, (importing distributor, manufacturers' agent), P.O. box 371, Rue Foch, Beirut. WTD 5/28/63.

**SWEDEN**—Hair colorings for gray hair; must not contain lead compounds. AB Risor, (importing distributor), Trollhattan. WTD 1/12/62.

## 285 Paints, Varnishes, Lacquer, Enamels

● **BURMA**—Paste (stiff) paint. Tender no. GH. 5/63. Bid deadline June 26, 4:00 P.M. Joint Venture Corp., Ltd., no. (2), 400/408 Merchant St., Rangoon.★ (Telephone: WOrth 7-3512).

## 286 Gum, Wood Chemicals

**ITALY**—Turpentine. Direct purchase and agency. A.L.I. Ausialiaria Ligure dell'industria Prodotti Petroliferi Affini, (wholesaler), Corso A. Podesta 12, Genova.

## 287 Agricultural Chemicals

**GREECE**—Insecticides. The Commercial Agencies of Greece, (sales agent), 41 Sofocleous St., Athens. WTD 12/20/62.

Fertilizers. Direct purchase and agency. The Commercial Agencies of Greece, (sales agent), 41 Sofocleous St., Athens. WTD 12/20/62.

● **IRAN**—Ammonium sulfate, 1,500 t.; ammonium phosphate (11-18% N and 46-50% $P_2O_5$), 3,500 t.; triple superphosphate, 3,000 t., potassium sulfate, 1,500 t. Bid deadline July 28. Bongah Shimiai, (chemical organization), Teheran.★ (Telephone: WO 7-2008).

### 289 Chemical Products

**MALAYA** — Contact adhesives, bonding cements, waterproof, suitable for indoor, outdoor construction, marine uses; also for attaching panelling, veneer, laminated wood sheets, formica, steel kickplates on doors, plastic tiles to concrete; request samples, price, packing specifications, literature. Guan Kongsi, (importer, exporter), 238-240 Beach St., Penang. WTD 5/16/63.

★★ **NETHERLANDS—Trade Mission**
Seeks representation of U.S. manufacturers for new electrical insulating materials and resistance wires. A. Helffer N.V., W. de Zwijgerlaan 350, Amsterdam. I.R. 369.

Desires to expand mineral oil and chemical product line and seeks oil and chemical specialties. P. van der Kwast & Zn., Weesp. I.R. 64.

**PAKISTAN**—Explosives for rock quarrying. Dalmia Cement, Ltd., (manufacturer), P.O. Dandot R.S., District Jhelum.

### 291 Petroleum Refining

**MOROCCO**—Refined paraffin in bars, melting point 143°-148°F amp, in double jute bags of 75 k. net; 200,000 k. required; requests replies in French with price quotations fob U.S. port, including 3% commission. Direct purchase and agency. Send inquiries to Box MC-65, Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-4675).

**PHILIPPINES**—Paraffin wax, fully refined and semi-refined of any melting point. Direct purchase and agency. Times Trading, (importer, wholesaler, indentor), P.O. box 155, Cebu City. WTD 4/30/63.

### 299 Petroleum, Coal Products

**GERMANY**—Fuel oil in bulk; lubricating oils in bulk or steel drums. Direct purchase and agency. Ernst Lehmann & Co., (importer, sales agent), Poststrasse 31, Hamburg 36.

★★ **NETHERLANDS—Trade Mission**
Agent desires to be distributor for U.S. firm of petro-chemical products. Varsseveld Houthandel En Industrie N.V., Leerdam. I.R. 377.★

### 301 Tires, Tubes

■ **PAKISTAN**—Tires, tubes, various sizes, quantities. Loan no. 391-H-056. U.S. source. Bid deadline July 3. The Director of Industries, Govt. of Pakistan, Supply Wing, Lahore. IL#355501. Tender no. Aid/391-H-056/7877. Subject to GSA Defense Materials Services procedure. Detailed specifications may be obtained from The Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y.★

### 307 Plastics Products

**BARBADOS**—Plastic materials for tablecloths, shower curtains. Bradshaw & Co., (commission agent), P.O. box 228, Bridgetown. WTD 5/24/63.

**ENGLAND** — Unusual plastic containers (packaging). Aldersgate Engineering Co., Ltd., (importer), 20 Audley Rd., London, W.5.

**GREECE**—Plastic by-products of second choice in large quantities; plastic remnants. Direct purchase and agency. D. Theodoridis, (importer, wholesaler, sales agent), 5 Romvis St., Athens (123). WTD 5/28/63.

★★ **NETHERLANDS—Trade Mission**
Pipe coatings needed for corrosion protection. Handelmaatschappij C. De Ruiter, Wittenburgergracht 43, Amsterdam. I.R. 358.

### 311 Leather Tanning, Finishing

**AUSTRIA**—Upper and lining leathers of all kinds for manufacture of footwear; requests replies in German. Lederimportvereinigung OHG, Rauch & Gura, (importer, wholesaler, sales agent), Vienna VII, Zieglergasse 72.

★★ **SWEDEN—Trade Mission**
Leather and hides for use in making gloves, leather garments. Interested also in acting as agent for U.S. leather manufacturers. Harry Hedgren AB, Fack 63, Malung. I.R. 65.

### 313 Boot, Shoe Cut Stock, Findings

**GREECE**—Shoemakers findings; requests replies from manufacturers only. Direct purchase and agency. Valentin Inselberg, (importer, wholesaler, retailer, sales agent), 21 Apollonos St., Athens. WTD 5/27/63.

### 322 Glass, Glassware

**ITALY**—Crystal tableware, including crystal drinking glasses, water or wine bottles. Direct purchase and agency. D.I.R.E., Depositi, Importazioni, Rappresentanze, Esportazioni, (retailer), Via del Tritone 99/100, Rome.

**PAKISTAN**—Laboratory glassware. Dalmia Cement, Ltd., (manufacturer), P.O. Dandot R.S., District Jhelum.

### 325 Structural Clay Products

**PAKISTAN**—Fire bricks. Dalmia Cement, Ltd., (manufacturer), P.O. Dandot R.S., District Jhelum.

### 326 Pottery

**ITALY**—China tableware, assorted china serving dishes. Direct purchase and agency. D.I.R.E., Depositi, Importazioni, Rappresentanze, Esportazioni, (retailer), Via del Tritone 99/100, Rome.

### 329 Abrasive, Asbestos, Nonmetallic Mineral Products

**ENGLAND**—Abrasive wheels, polishing wheels, points; dental type for jewelry work. Direct purchase and agency. Sanitt & Stein, (manufacturer, retailer), 8/10 Denman St., London, W.1.

★★ **NETHERLANDS—Trade Mission**
Seeks representation on commission basis for Mica. Talkodel, 80a Nicolaas Beetsstraat, Rotterdam. I.R. 226.★

**PAKISTAN**—Diamond dressers for grinding wheels, oil stones, housing stones bore 3"-9". Direct purchase and agency. Blue Feather Affiliations, (manufacturers' agent, commission merchant), 16 Sir Ganga Ram Bldg., The Mall, Lahore. WTD 5/9/63.

Abrasives, cement fondu. Dalmia Cement, Ltd., (manufacturer), P.O. Dandot R.S., District Jhelum.

**SWITZERLAND**—Top rate quality fire clay in paste form, used as a caulking and repairing material in gas coke ovens; must adhere to fire clay, silicon, steel. Direct purchase and agency. Heinrich Theiler, Giessereibedarf, (importing distributor), Postfach 11, Winterthur 7/ZH. WTD 5/27/63.

### 331 Steel Mill Products

■ **CHINA**—Coke, hot dipped, tinplate waste waste, 75/100 lb. base wgt., size 18"x24" and larger, in original mill packing, 1.25 lb. tin coating, unassorted to gauge and size, 80,000 lb. PA#484-660-000-253-3217. U.S. source. Quotation deadline June 30. Sheng Yuh & Co., Ltd., 270 Min Sheng Rd., Taipei. Cable: SHENYU, Taipei. C&f, ref. no. 060. Subject to GSA Defense Materials Services procedure.

■ Coke tinplate waste waste, 1.25 lb. coating, 18"x24" and larger, 75/100 lb. base wgt., unassorted, packed in original skid., 135,000 lb. PA#484-660-000-253-3217. U.S. source. Quotation deadline July 1. Hwalung Hong Trading Co., Ltd., 194 Kun Ming St., Taipei. Ref. no. 061.

■ Grain oriented silicon waster sheets, insulated, clean straight edges 18"x50" and larger to 36"x72"/120" long. Coreloss .62 watt/kg. or better, thickness .012-.014" 50 mt. Sam Yung Trading Co., Ltd., 96, Min Seng Rd. E., Taipei. Ref. no. 062. C&f Keelung.

■ Coke tinplate waste waste, 140,000 lb., 1.25 lb. coating, 18" x 24" and larger, 75/100 lb. base wgt. unassorted, packed in original skid. Hong Yee Hong Trading Co., Ltd., 192, Kun Ming St., Taipei. Ref. no. 063.

Both the above procurements are for PA#484-660-000-253-3217. U.S. source. Bid deadlines July 4. Subject to GSA Defense Materials Services procedure.

■ **GREECE**—Electrolytic copper wire bars, 400 t., of 200 lb./250 lb. each. PA#240-898-221-2203. Limited worldwide (898). Quotation deadline July 7. Viohalco Industrie Hellenique du Cuivre et de l'Aluminium, S.A., 252 Rue du Piree, N.Sfaghia, Athens 310. Cable: VIOHALCO, Athens. If selected offer is from the U.S., purchase will be financed by AID, under above PA number, or with free dollars.

■ **INDIA**—Tyred wheels rough turned according to drawing no. emu 0.1-004, with wheel centers rolled to comply with Indian rwy. standard spec. no. R-19, 1120 pcs. Axles turned to drawing no. emu 0.1-003, Indian Railway spec. R-16-54 global. Tender no. 2163/120/GT/63, bid deadline July 19. Shri Sudershanlall, Dy. Controller of Stores, Integral Coach Factory, Madras, 23. Tender documents may be purchased from The Director, India Supply Mission (Ref.: D/ENQ/710), 2536 Massachusetts Ave., NW., Washington 8, D.C. for $2.25.

■ Cold rolled close annealed steel sheets, size 8'x4', 10, 12, 18 swg, 35 mt. c.i.f. Madras basis. Loan no. 386-H-082. U.S. source. Bid deadline June 30. The English Electric Co., of India, Ltd., Post Box 2392, Madras 27. Cable: ENELECTICO, Madras. Import license no. DL/55/365/03101/0021.

■ Steel strips, cold rolled, unhardened, with cut edge in coils, for the manufacture of metal cutting band saws, size ¾"x21 gauge. Goods should be of first class quality and a certificate to that effect must accompany the documents. Loan no. 386-H-082. U.S. source. Bid deadline June 30. Harbans Lal Malhortra & Sons, Pvt., Ltd., 18, Netaji Subhas Rd., Calcutta 1. IL#DL/55/406/03201/0010.

**PAKISTAN**—Iron or steel products: angles, beams, channels, flats, rounds, squares; high speed alloy and carbon tool steel sections; sheets, plates size 1/16" to 1", dimensions 4' x 8'; galvanized corrugate sheet 24 swg 2¾' x 6' to 8'; rails, other track material; pig iron; plough steel wire ropes. Dalmia Cement, Ltd., (manufacturer), P.O. Dandot R.S., District Jhelum.

■ One piece seamless, stepped steel tubular

poles, 31 ft. long, in sections of 3½, 4½ & 5½", 100 nos.; same but in sections of 4½, 5½, & 6½", 150 nos.; same in 5½, 6½, & 7½", 50 nos. Tensile strength of steel, 35/41. Loan no. 7. U.S. source. Bid deadline July 3. Government of Pakistan, Dept. of Investment Promotion & Supplies, Supply Wing, VA Directorate, Karachi. Tender no. VA-7/SA/66279/3/62. Detailed specifications may be obtained from The Consulate General of West Pakistan, 12 E. 65th St., New York 21, N.Y.★

■ Ms. billets, prime rerolling, conforming to sae 1025, 2000 long t., in lengths of 16 ft. and above, allowing max. 10% shorts, down to min. 12 ft., size 2"x2" sq., with heat mark stamped on each billet and work's certificate provided. Loan no. 391-H-056. U.S. source. Bid deadline July 5. Steel (Corp.) of Pakistan, Ltd., McLeod Rd., Karachi. Cable: ROLLSTEEL, Karachi. C&f Pakistan S/A no. 336040.

■ High tensile steel wire, 150 long t., .276" for prestressed concrete. Tenders to submit detailed specifications, process of manufacture, official catalogs of the manufacturers, whose original quotation must accompany the tender. Incomplete offers will be ignored. Loan no. 7. U.S. source. Bid deadline July 3. Capital Development Authority, Directorate of Purchases, Rawalpindi. Tender no. CDA/DP-2028. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y.★

**SWEDEN**—Electric resistance welded steel tubes, high pressure hoses. Helmer Sjokvist KB, Rademachergatan 62, Eskilstuna.

● **TURKEY**—Hot rolled steel plates for shipbuilding, 35 items, various dimensions, class a & b, a.b.s. inspection, 1050 mt. Tender no. 3001-290, bid deadline July 2. Malzeme Mudurlugu, Denizcilik Bankasi TAO., Bahcekapi, Istanbul (Materials Purchasing Dept., Turkish Maritime Bank). (Telephone: WO 7-2363)★

■ Electrolytic tinplate culls, 107 lb. and lighter, 18" x 24" and larger, $6,000. Nesim Sisa ve Avram Baruh Kol Sti., Veli Alemdar han, kat 4, no. 6/3, Galata. S/A no. 1657.

■ Electrolytic tinplate culls, 107 lb. and lighter, 18"x24" and larger, $14,000. Atlas Ticaret Kol Dti. Avram Baruh ve Ortagi, Veli Alemdar han, kat 4, no. 6/3, Galata, Istanbul. IL#1658.

■ Prime coke tinplate, 1.25 coating 107 lb., sizes 18.3/4x28, 20x28, 20x30; electrolytic tinplate waste waste, 0.25 m. coating, bright assorted, base wgt. 99/100 and 100/107 mosley 107, 18x24 and longer, 20x28 and longer; coke tinplate waste waste, 1.23 coating, base wgt. 90/107 lb., 18x24 and longer, 20x28 and longer. $19,981.25. Ismail Ozseckin, ikineibelediya caddesi no. 27 ust kat, Izmir. Cable: SECKIN, Izmir. IL#40197/1109.

All the above procurement is for PA#277.660-901-356-3226. Limited worldwide (901). Deadline July 8. Subject to GSA Defense Materials Services procedure.

## 333 Primary Smelting, Refining of Nonferrous Metals

■ **GREECE**—Electrolytic copper in wire bars of 90 kg., 600 t. PA#240-898-221-2203. Limited worldwide (898). Bid deadline July 12. Fulgor, Greek Electric Cables Co., Ltd., P.O. box 270, Athens. If offer is from the U.S., purchase will be financed by AID under the PA number or with free dollars.

**PAKISTAN**—Copper scrap ingots; tin ingots. Dalmia Cement, Ltd., (manufacturer), P.O. Dandot R.S., District Jhelum.

## 335 Rolling, Drawing, Extruding of Nonferrous Metals

**ENGLAND**—Electric cables: solid and flexible armoured; plastic pcp, or rubber sheathed. Batt Electrical Co., (importer, wholesaler, exporter), 6 Dock St., London E.1. WTD 5/29/63.

**PAKISTAN**—Electric cables; brass bronze sheets; white metal. Dalmia Cement, Ltd., (manufacturer), P.O. Dandot R.S., District Jhelum.

## 342 Cutlery, Hand Tools, General Hardware

**ENGLAND**—All types of hand and automotive tools. B. Draper & Son, Ltd., (importer, wholesaler), Kingston Hall Rd., Kingston-upon-Thames. WTD 5/25/63.

**GIBRALTAR**—Household hardware. Corner Shop, Ltd., (importer, wholesaler, retailer), 6 City Mill Lane, P.O. box 77, Gibraltar. WTD 5/27/63.

★★ **NETHERLANDS—Trade Mission**

Manufacturer's agent wants line of hardware such as rotary mowers, hand tools. C.M. Van Hulten, Grotestraat 315, Wallwijk. I.R. 296.

Agent seeks representation of U.S. manufacturer in hand tool line and small bench type machinery for machinery, equipment, ship building material. E. Bronda Ijzerhandel N.V., Wilhelminakade 9, Groningen. I.R. 352.

U.S. manufacturers of hand tools, small tools and equipment sought for exclusive representation. N.V. v/h Van Heck & Co., Sheepmakershaven 54, Rotterdam. WTD 7/30/62. I.R. 229.

**PAKISTAN**—Hacksaw blades. Direct purchase and agency. Blue Feather Affiliations, (manufacturer's agent, commission's agent, commission merchant), 16 Sir Ganga Ram Bldg., The Mall, Lahore. WTD 5/9/63.

★★ **SWEDEN—Trade Mission**

Manufacturer seeks do-it-yourself kits made up of garden tools, paint sprayers for home use, paint scrapers for sale to retailers. Alfort & Cronholm, Saltmätargatan 7, Stockholm. WTD 1/7/59. I.R. 5.

## 343 Heating Apparatus, Plumbing Fixtures

**AUSTRALIA** — Swimming pool, filtration equipment. Queensland Pastoral Supplies, Pty., Ltd., (general merchants), 27 Bowen St., Brisbane, Queensland. WTD 5/15/63.

■ **CHINA**—Whiting partial pulverized coal firing equipment for purchaser's roll furnaces, including set of spare parts for pulverizer. PA#484-000-253-3214. U.S. source. Quotation deadline June 30. Dah Yung Steel Mfg. Co., Ltd., 2, Koo Shan 3rd Rd., Kaohsiung, Taiwan. CIF Ref. no. 060.★

**ENGLAND**—Plumbing brass foundry, taps, mixers, valves. Randalls, Ltd., (wholesaler), 20-22 St. Mary's St., Bedford. WTD 3/20/61.

Industrial space heaters, portable, gas, propane or kerosene for use mainly in constructive work. Taylor Woodrow Plant Co., Ltd., (importers, sales agent), Greenford, Middlesex.

**GERMANY**—Bellows for baseboard heating systems, regulating pulleys for tuning of heating circuits, size ½, 3/4, and 1 in. Studt & Co., (importer, wholesaler), 58 von Essen Strasse, Hamburg 22. WTD 9/20/62.

Boilers, fittings for central heating systems, gas burners; requests replies from manufacturers only. Direct purchase an agency. Heinz Woldach, (importer, wholesaler, engineer), Heinrichstrasse 32, Hannover.

■ **GREECE**—Hayes type lac-030384-m furnace: instruments, accessories, spare parts, muffle, thermocouples, three heating elements, 10, form tile, six brown galvanometers, two PA no. 240-700-898-221-2202. Limited worldwide. (898) Bid deadline July 7. Violex Razor Blade Co., Inc., 4 Korai St., Athens. Cable VIOLEX, Athens. If selected offer is from the U.S., purchase will be financed by AID under above PA no., or with free dollars.

**ITALY**—Oil burners. Direct purchase and agency. A.L.I. Ausiliaria Ligure dell'Industria Prodotti Petroliferi Affini, (wholesaler), Corso A. Podesta 12, Genova.

★★ **NETHERLANDS—Trade Mission**

Domestic and small industry burners for natural and manufactured gas. "Emmef," Megchelen Gelderland. I.R. 477.

Manufacturer of oil burning equipment seeks industrial gas burners and controls. Technisch Bureau Osewoudt N.V., Weteringhandel N.V., Wilhelminakade 9, Gronigen. I.R. 295.

Plumbing supplies for agent wishing to represent U.S. manufacturer. E. Bronda Ijzerhandel N.V., Wilhelmakade 9, Gronigen. I.R. 352.

Gas space heating equipment sought from U.S. manufacturer for exclusive representation. IMEFA, Industrieweg 9, Oudeschoot. I.R. 149.

Manufacturer of tanks and boilers wants to purchase gas industrial burners (for installation in his boilers). N.V. Veendammer Machine Fabriek V/H J. Ten Horn, Postweg 35, Veendam. I.R. 350.

Representation of manufacturers of gas heaters desired by wholesaler-retailer. Firma B. deJong, 80 Voorstraat, Harlingen. I.R. 236.

Importer and distributor of industrial heating equipment wants to expand operations by importing industrial and commercial heating, ventilating equipment. Qualified to perform design and service functions. Saarloos' Handelmij N.V., Katshoek 35, Rotterdam. WTD 9/4/62 I.R. 284.

**NETHERLANDS**—Industrial and central heating gas burners. N.V. Emmef, (manufacturer), 10 Julianaweg, Megchelen, Gelderland.

## 344 Fabricated Structural Metal Products

**FRANCE**—Cylinders for liquefied butane, l.p.g., refillable, two-piece welded steel units; thickness: two mm., min.; outer dia. 300 mm.; proof-pressure 15 hpz.; capacity 26.6 l. each; 84-l. propane-gas cylinders; three-piece welded steel units; three mm. in thickness; 300 mm. in outer dia.; proof-pressure 30 hpz. Requests replies in French. Societe Bearnaise Des Gaz Liquefies, (retail distributor), 1 Allees de Morlaas, Pau, Basses-Pyrenees. WTD 9/12/62.

★★ **NETHERLANDS—Trade Mission**

Boilers needed by importer/agent of industrial equipment. N.V. Handel-Maatschappij C. Troost, Westzeedijk 92, Rotterdam. I.R. 387.

## 345 Screw Machine Products

**ENGLAND**—Special types of rivets, such as "pop" rivets. Aldersgate Engineering Co., Ltd., (importer), 20 Audley Rd., London, W.5.

## 348 Fabricated Wire Products

■ **NIGERIA**—Steel manufacturers, 18 items, such as woven wire, U.S. studded "T" steel

fence posts, angle posts, cyclone red tag style "a" farm gates, pig ear latches, U.S. wire crimper, "lott" stretcher. Bid deadline July 9. U.S. Steel Co., catalog reference. Contract no. AFE-1938 between Michigan State and University of Nigeria, College of Agriculture Nsukka, Eastern Nigeria. U.S. source. Interested bidders may obtain copies of specifications and any other additional information from Purchasing Dept., Richard P. Kasuda, Asst. Purchasing Agent, Michigan State University, 210 Miles Bldg., 1405 S. Harrison Rd., East Lansing, Mich.

## 349 Fabricated Metal Products

**★★ NETHERLANDS—Trade Mission**
Seeks valves for industrial equipment. N.V. Handelmaatschappij C. Troost, Westzeedijk 92, Rotterdam. I.R. 387.

**★★ SWEDEN—Trade Mission**
Desires U.S.-made stainless steel hospital equipment (bed pans, tables, bowls) and all types of stainless steel kitchen equipment. Pharmokema, Sveavägen 80, Stockholm. I.R. 6.

## 351 Engines, Turbines

● **INDIA**—Supply of two 1,000 kw. diesel generator sets, tender no. pr 4273, bid deadline August 31. Shri T. K. Kalia, Superintending Engineer, Procurement Circle, P.O. Talwara Township, Punjab. Tender documents available from India Supply Mission (D/ENQ/702), 2536 Massachusetts Ave., NW., Washington 8, D.C.

**★★ NETHERLANDS—Trade Mission**
Outboard motors with spare parts for same sought by wholesaler/distributor of internal combustion engines. Handelsonderneming Ducha, Laan v. Meerdervoort 116, The Hague. I.R. 199.

**★★ SWEDEN—Trade Mission**
Importer wishes to be agent in Sweden for new diesel engine line and in field for laser development. Henry Wallenberg Co. AB, Birger Jarlsgatan 4, Stockholm. WTD 10/4/57. I.R. 38.

## 352 Farm Machinery

■ **CHINA**—Crawler tractors for deep plowing, seven units; disc plow, seven units; subsoiler, seven units; spare parts; tractors for heavy soil, two units; disc plows, seven, spare parts, one lot. Items to be quoted and awarded on group basis. Itemized prices should be given for reference. PA#484-000-253-3214. U.S. source. Bid deadline July 9. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Lu, Taipei. Inv. no. CP2-2162.

■ **NIGERIA**—Agricultural equipment, small quantities, 20 items, including diesel tractors, tandem disc harrows, four-row corn, cotton planter, one-row cultivator, hay conditioner, forage harvester, row crop head, parts catalogs are also desired when quoting on this invitation and should be enclosed with quotation. Also indicate allowable discount from price list. Bid deadline July 9. Catalog ref. Massey-Ferguson, Co. Contract no. AFE-1398 between Michigan State and University of Nigeria, College of Agriculture Nsukka, Eastern Nigeria. U.S. source. Interested bidders may obtain copies of specifications and any other additional information from Purchasing Dept., Richard P. Kasuda, Asst. Purchasing Agent, Michigan State University, 210 Miles Bldg., 1405 S. Harrison Rd., East Lansing, Mich.

**SAUDI ARABIA**—Tractors, small and medium sized for agricultural use. Anwar Abu al-Jadayil and Sons, (importer, wholesaler), P.O. box 72, Jidda. WTD 8/22/62.

## 353 Construction Machinery

■ **CHINA**—Three wheel truck, two seat, pickup, 14 sets. PA#484-000-253-3206. U.S. source. Bid deadline June 30. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Lu, Taipei. Invitation no. CP2-2175. Specifications and conditions may be obtained from Mr. Joseph C. Wei, Acting Director, Division for the Central Trust of China, Chinese Government Procurement & Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

**GERMANY**—Material handling equipment. Walter Mandt K.G., (importer, manufacturer), Sand 12, Hamburg-Harburg.

**★★ NETHERLANDS—Trade Mission**
Conveyor equipment sought from U.S. manufacturer for exclusive representation. IMEFA, Industrieweg 9, Oudeschoot. I.R. 149.

**PAKISTAN**—Portable rock drilling pneumatic machines to drill 1" dia. holes up to 10' depth in limestone, working continuously for 16 hrs. in two shifts, suitable for one man operation, necessary spare parts for two yrs.; 100' of pneumatic hose with each machine; delivery required in Pakistan by August 30. Dalmia Cement, Ltd., (manufacturer), Dandot R.S., District Jhelum.

■ Dumping tractor shovels on track chain with 1½ cu. yd. bucket capacity and 10 ft. dumping height, three nos., and spare parts; dumping trucks with five cu. yd. capacity fitted with diesel engine six wheeler, suitable for carting aggregating sand, two nos., with spare parts. In specification for item no. 1 (Appendix A), should read approximate 15 in. wide overlapping flat shoes. The words "Hydro Spring" should be deleted. Loan no. 53. U.S. source. Bid deadline July 2. Director General of Supply & Development, Frere Rd., Karachi. Tender no. VA-2/ICA-66951/DLF/62.

■ Crawler tractors with hydraulic angle dozer attachments, five; spare parts for same, equivalent to 10% of value. Loan no. 391-H-056. Bid deadline July 3. Capital Development Authority, Directorate of Purchases, Rawalpindi. Tender no. CDA/DP/1117. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y.★

■ Road maintainers, diesel driven engine, six; spare parts equal to 15% of the value. Tenderers shall send offers complete with descriptive literature of the stores. Loan no. 391-H-056. U.S. source. Bid deadline July 3. The Director of Industries, Govt. of West Pakistan, Supply Wing, Lahore. IL#355501. Tender no. Aid/391-H-056/7132. C&f Karachi. Detailed specifications may be obtained from The Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y.★

**★★ SWEDEN—Trade Mission**
Interested in acquiring line of asphalt-laying equipment, hydraulic excavators. Nilssons Maskin AB, Helsingegatan 43, Stockholm. WTD 8/10/55. I.R. 22.

Machinery needed for steel manufacture, including big machines, excluding rolls, rolling mills. A. Johnson H.A.B. Stureplan 3, Stockholm 7. WTD 3/30/62. I.R. 23.★

## 354 Metalworking Machinery

**ENGLAND**—Precision, electric cutting tools. B. Draper & Son, Ltd., (importer, wholesaler), Kingston Hall Rd., Kingston-upon-Thames. WTD 5/25/63.

Automotive tools, equipment. Morris & Ingram, (London), Ltd., (importer, sales agent), 114 Kingston Rd., Merton Park, London, SW.19. WTD 4/6/63.

Automated equipment for use with machine tools. Automation Consultants, (importer), 38 Dryden Chambers, Oxford St., London, W.1.

**GERMANY**—Tools, equipment, auxiliary components for the metalworking industry. Walter Mandt K.G., (importer, manufacturer), Sand 12, Hamburg-Harburg.

■ **GREECE**—Steel gates, trashracks, controls, 10 items, in various quantities, descriptions. PA#240-898-221-2201. Limited worldwide (898). Bid deadline July 1. Public Power Corp., 30, Chalkokondyli St., Athens 102. Cable: DEH, Athens. Ref. no. 229. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington 8, D.C.

■ **INDIA**—Components for building vertical turret lathes. Amount $239,400. Loan no. 217. U.S. source. Bid deadline July 31. Kirloskar Bros., Ltd., Kirloskarvardi, Dist., Sangli, Maharashtra State. IL#AU/GL/MTC/113/DLF-217/962.

**JAPAN**—Power hand tools with changeable disk for sanding, buffing. Arai & Co., Inc., (trading Co.), Sankyo Bldg., 3, 3-chome, Sonoi-cho, Naka-ku, Nagoya. WTD 5/63.

**MEXICO**—Metalworking machinery, such as coil handling equipment, slitters, metal-forming equipment, roller-bending equipment; toolmaking machines, such as jig-borers, jig-grinders. Direct purchase and agency. Electronics, S.A., (importer, wholesaler, retailer), Apartado Postal 683, Sinaloa no. 215, Mexico 7, D.F. WTD 4/3/63.

**★★ NETHERLANDS—Trade Mission**
Machine tools, equipment sought from U.S. manufacturer for exclusive representation. De Sleutel, Wittedewithstraat, Rotterdam. I.R. 414.

**NORWAY**—Welders, ultrasonic. Direct purchase and agency. Axo Kjemiske Fabrikk, (importing distributor, manufacturers' agent), 14 Gladengveien, Oslo. WTD 1/22/63.

**PAKISTAN**—Hand drills, ⅛", ½", 9/14", 1", high speed steel; taps and dies, ¼", ¾", hss; reamers ¼", 5/16", 1", 1½", hss; spanners, box per set, 5/16", 1½", 1-keys (under head) as above; tool bits, hss, bars and square, carbide and tungsten tips, 5/16", ⅝"; micrometers, 1"-6" outside, ½"-2" inside; files, square, half round, round, flat fine, coarse cut, 6"-12" sizes. Direct purchase and agency. Blue Feather Affiliaitons, (manufacturer's agent, commission merchant), 16 Sir Ganga Ram Bldg., The Mall, Lahore. WTD 5/9/63.

Machine tools, workshop equipment: general purpose lathes, all types other than 4'-16' bed length, height from 4"-12"; radial drilling machines; boring machines; metal forming machines; foundry equipment, including air blowing sets of 2 hp.-7.5 hp.; forging machines; magnetic chucks; machine tools accessories, dividing rotary tables, head slotting attachments; indexing attachments; dud pumps; thread cutting equipment, milling cutters, die heads, chasers of all types; tube expanders; dies; hobbing cutters. Direct purchase and agency. Blue Feather Affiliations, (manufacturers' agent, commission merchant), 16 Sir Ganga Ram Bldg., The Mall, Lahore. WTD 5/9/63.

Tools such as portable pneumatic, portable electric, small tools used on machine tools, metal working hand tools. Dalmia Cement, Ltd., (manufacturer), P.O. Dandot R.S., District Jhelum.

■ Pneumatic forging hammer, falling weight 300 lb., blows per min. 180, ram due surface 4"x8" stroke of ram 14", complete with suit-

able hp. electric motor, switches, designed to operate on 440 v., 50 cy., three-phase ac electric supply and other standard equipment. Black hawk tool kit no. 8F 2890 or equal; metalizing spray gun, wire nozzles, metalizing gun. Tenderers shall send their offer complete with drawings, catalogs. Loan no. 391-H-056. U.S. source. Bid deadline July 3. The Director of Industries, Govt. of West Pakistan, Supply Wing, Lahore. IL#355501. Tender no. Aid/391-H-056/7865. C&f Karachi. Detailed specifications may be obtained from The Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y.★

■ Various commodities, 42 items, such as wire line savers, bit gauges, solid jar bumpers, chain pipe tongs, fishing stems, two prong grab with latch jack bottoms, cold cut chisel with handle, 18" pipe wrenches, tempil stick, flat bottom bailer with flat valve. Loan no. 391-H-056. U.S. source. Bid deadline July 3. The Director of Industries, Govt. of West Pakistan, Supply Wing, Lahore. IL#355501. Tender no. Aid/391-H-056/7847. C&f Karachi. Detailed specifications may be obtained from The Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y.★

■ Kwik way universal head stand, two sets; same, valve guide knurling tool; model fr cylinder boring machine; line boring machine; hand-operated hydraulic connecting rod straightening press; storm vulcan bearing casting fixture model icf; honing attachment vertical drilling machine; crankshaft grinding attachment; steamer cleaner; injection test bench, standard model. Two each, name requested, or equivalent. Loan no. 391-H-056. U.S. source. Bid deadline July 3. The Director of Industries, Govt. of West Pakistan, Supply Wing, Lahore. IL#355501. Tender no. Aid/391-H-056/7134. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y.★

■ Snap-on tools, or equivalent, 102 items in various quantities, such as, brake service mechanics set; combination wrenches with kit bags, tappet wrenches, flat chisels, heavy duty combination pliers, valve grinding wheels, compressors, heavy duty drills, short style reamers, pilots, starter current indicators, combination tech-dwell meters, exhaust gas analyzer, electrical testing equipment. All for 220 v., 50 cy., single phase. All offers to be complete with descriptive literature. Loan no. 391-H-056. U.S. source. Bid deadline July 3. The Director of Industries, Government of West Pakistan, Supply Wing, Lahore. IL#355501. Tender no. AID/391-H-056/7077. Detailed specifications may be obtained from The Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y.★

**★★ SWEDEN—Trade Mission**

Importer of machine tools seeks agency or representation for U.S.-made lathes, milling machines, drilling machines, boring machines for sale to metalworking industries. Maskin AB Bemeco, Timmermansgatan 38 B, Stockholm. I.R. 26.

Importer-wholesaler seeks machine tools, newer line than used now in Europe—especially for standard machines where SAAB system of numerical control is applicable. G. & L. Beijer Import & Export, Lidingö 7. WTD 10/17/62. I.R. 56.

## 355 Special Industry Machinery

**BRITISH GUIANA**—Coffee packaging machinery capable of filling, sealing, packaging coffee for supermarket sales. Sprostons, Ltd., Attn: Mr. J. L. Eden, (importer, retailer, wholesaler, manufacturer, exporter), 3/9 Lombard St., Georgetown. WTD 12/14/62.

■ **CHINA**—Complete 200 m. oxygen manufacturing plant, complete with expansion engine; Norwalk three-stage air compressor, complete; oxygen pump, suitable for compress oxygen into cylinders; drier, for drying oxygen located before the oxygen pump. PA#484-000-253-3214. U.S. source. Quotation deadline July 1. Dah Yung Steel Mfg. Co., Ltd., 2, Koo Shan 3rd Rd., Kachsiung, Taiwan. CIF. Ref. no. 061.

■ Double cavity equipment to make wide mouth baby food jars, complete; equipment for converting trighmann gob feeder from single to double cavity operation, 13 items; moulds for double gob operation; spare parts for lynch machine, 24 pcs. Loan no. 113. U.S. source. Bid deadline July 3. China Development Corp., on behalf of, Young Bros. Enterprises, Inc., 56 Sec. 2, Chungshan N. Rd., Taipei. C&f Keelung.★

■ Candies manufacturing plant, including cutter, wrapper, boiling kettle, almond parcher, cooling conveyor, melting and rotary conching machines; biscuits manufacturing plant, including dough mixing, rotary press, cutting machines, electrical heating system, conveyor, converter. Loan no. 113. U.S. source. Bid deadline July 5, China Development Corp., on behalf of, Chu Shui Ohe Food Co., Ltd., 67, 2-Sec., Jen Ai Rd., Taipei. Cif Keelung.★

**COSTA RICA**—A small machine for producing woven labels for clothing; machinery for small industrial plant to produce enamelware, including enameled range tops; desires descriptive literature and offers from manufacturers only in Spanish. Industria Nacional de Marcas de Fabrica, (manufacturer), P.O. box 2349, San Jose. WTD 7/27/62.

**ECUADOR**—All types of medium size capacity lumber kilns utilizing various firing methods and fuels (oil, gas, electricity); correspondence preferred in Spanish. Union Comercial Industrial C.A., (importer, distributor), Avenida 10 de Agosto 648, Casilla 2818, Quito.

**ETHIOPIA**—Paint manufacturing, packaging machinery for establishing small paint industry. Direct purchase and agency. Fine Arts Studio, P.O. Box 1686, Addis Ababa.

**GERMANY**—Accessories, attachments for plastic extruders, injection molding machines; accessories, attachments for machines used by tire manufacturers, shoe manufacturers, rubber consuming industries. Walter Mandt K.G., (importer, manufacturer), Sand 12, Hamburg-Harburg.

**GREECE**—Shoe machinery, spare parts; requests replies from manufacturers only. Direct purchase and agency. Valentin Inselberg, (importer, wholesaler, retailer, sales agent), 21 Apollonos St., Athens. WTD 5/27/63.

**IRAN**—Complete plant and machinery to produce oil seals of rubber or plastic, capacity 1,000 rotary oil seals daily; requests full details earliest possible date with catalogues, prices. Mr. Parsi or Mr. E. Fallahxadeh, Spare Parts Motor Co., Ltd., (importer), Ave. Nazemolateba, Passage—Ekbatan No. 13, Tehran.

● **IRAQ**—One automatic machine for assembling layer type cell parts and covering with plastic tube, size 18 x 29 mm. One plant for manufacturing polychlorvinyl tube; to make various diameter tubes but mainly to fit tablet type cells size 40.5 x 47.5 mm., 25 x 42 mm., and 18 x 29 mm. Tender no 63/prod./4/6, bid deadline July 10. Specifications may be purchased from the Directorate of Contracts and Purchases, Ministry of Defense, Baghdad for $1.40 (IDO.50) per copy. Bids should be sent to the same address.★ (Telephone: WOrth 7-5589.)

**NORTHERN IRELAND**—Machinery for making children's garments, men's shirts; requests quotation prices c.i.f. Belfast. Belfast Collar Co., Ltd., (manufacturer), 2 Shaftesbury St., Belfast 13.

**ISRAEL**—One automatic car washing unit as trial unit. Direct purchase and agency. Alexander Rosenthal & Son, (commission agent), P.O. box 701, Tel Aviv.

**JAPAN**—Chain saws for block cutting; chain saw systems. Arai & Co., Inc., Sankyo Bldg., 3, 3-chome, Sonoi-cho, Naka-ku, Nagoya. WTD 5/63.

**LEBANON**—Shoemaking machinery. Raffi Gostanian & Bros., (importing distributor, manufacturer), Farah Bldg., Hamra St., Beirut. WTD 5/23/63.

**MALAYA**—Mill capable of grinding rice grains, paddy husks, other cereals to fine powder; preferably with interchangeable screens and replaceable grinders. The East Asiatic Co., Ltd., (importer, wholesaler), 84 Ampang Rd., Kuala Lumpur. WTD 5/23/63.

**MEXICO**—Auxiliary tools, equipment for the maintenance and repair of textile machinery, such as grinding equipment for carding machines. Direct purchase and agency. Atlantida-Mexico, S.A., (importer, wholesaler, retailer), Apartado Postal 21336, Durango #138, Mexico, D.F. WTD 4/17/63.

Marine salvage equipment. Direct purchase and agency. Cia. Mexicana de Salvamento Marino, S.A., (importer, retailer, wholesaler), Ave. Juarez no. 30-306, Mexico 1, D.F. WTD 4/22/63.

Sugar mill machinery: sugar centrifugal machines, milling machinery, chains for conveyors; leather-working machinery, such as dividing, splitting, shaving machines. Direct purchase and agency. Atlantida-Mexico, S.A., (importer, wholesaler, retailer), Apartado Postal 21336, Durango #138, Mexico, D.F. WTD 4/17/63.

**MOROCCO**—Semiprecious stone industrial lapidary equipment including cutting, chipping, polishing, faceting, engraving; stamping and extrusion equipment for manufacture of metallic mounting for semi-precious stones as earrings; electric characteristics 220 v. single phase, 50 cycle; requests replies in French. Societe d'Etude et de Realisation Minieres et Industrielles, (SERMI), (consulting engineers), 18 Avenue du Pere de Faucault, Rabat. WTD 6/6/63.

Machinery for cotton and rayon spinning, weaving plant with 16,000 spindles, 400 looms. Satfilage, (manufacturer), 3 Rue Henri Regnault, Tangier. WTD 5/29/63.

Thermoplastic machines, injection method, for manufacture of small plastic articles; requests replies in French. Manufacture de Matieres Plastiques Jacques Pitteri, (manufacturer), Rue er Rif. Quartier Industriel, Marrakech. WTD 6/7/63.

**★★ NETHERLANDS—Trade Mission**

Representation of U.S. manufacturers of food, confectionery, dairy, pharmaceutical machinery sought by agent in similar line. J.B. Bakker Technisch Handelsbureau, Rubenslaan 13, Shiedam. I.R. 301

Agents for packaging machinery wants to represent U.S. manufacturers specialized packaging machinery. Jean Parmentier N.V., Witte Singel 60, Leiden. I.R. 303

Machinery and materials for paper industry. C.S. TH. Paap N.V., Schralenhouw 4, Ede. I.R. 316

Importer seeks representation of U.S. textile machine companies. Handelsonderneming

H.J. Bendel, Nieuwe Bussummerweg 60, Huizen. I.R. 398★

Seeks representation of U.S. textile machinery. N.V. Ingenieursbureau, Ir. J. Fabritius Schutter & Co., Delden. I.R. 343★

Desires to represent U.S. machinery company making attachment or machine to control width of cloth. Ouwens Textielagenturen, Brinkstraat 184, Enschede. I.R. 339

Desires to represent U.S. textile machinery firms. Textiel Technisch Bureau Buitenhuis, Faberstraat 14, Enschede. I.R. 338

Desires to serve as agent/representative for U.S. manufacturers of textile machinery equipment and small accessories such as thread guides, hank, pick counters. Arthur Ulbrich & Co., N.V., 3e Kostverlorenkade 1-5, Amsterdam. I.R. 111

Seeks exclusive ageny and/or distributorship for U.S. manufacturer of woodworking machinery, equipment. N.V. Emba Agenturen, Rotterdam. I.R. 378★

Manufacturer of material handling equipment seeks exclusive representation of U.S. manufacturer of packaging machinery, bottling equipment, carton packaging machinery. Technisch Verkoopkantoor "Gefra", 10 Jupiterkade, The Hague. I.R. 221

**PAKISTAN**—Wood working machinery, excluding band saw, circular saw machines. Direct purchase and agency. Blue Feather Affiliations, (manufacturers' agent, commission merchant), 16 Sir Ganga Ram Bldg., The Mall, Lahore. WTD 5/9/63.

■ Timber seasoning plant, one set, capable of seasoning 10,000 cft. of timber per month, consisting of battery of six seasoning kilns of 500 cu. ft. capacity, each per charge capable of housing timber up to 20' lengths, with steam heated internal fan system; spare parts for 2,000 working hrs. of the cost of plant; preservation plant, including treating cylinders, filling and pressure pumps, mixing and storage tank, weighing scale, complete, capable of impregnating 5,000 cu. ft. wood per month, spare parts for 2,000 working hrs. Tenderers must give details of items, part numbers, quantity, itemized prices of spare parts which should accompany the quotation and submit detailed specifications, along with details of civil works required, drawings, instructions necessary to construct kiln building. Loan no. 7. U.S. source. Capital Development Authority Directorate of Purchases, Rawalpindi. Tender no. CDA/DP/1097. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y.

**★★ SWEDEN—Trade Mission**

Interested in importing machine which collects, hogs, packages forest wood waste for use as commercial boiler fuel. AB Svenska Maskinverken, Kallhäll. WTD 4/5/62. I.R. 7.

Manufacturer interested in importing industrial machinery especially machine tools, textile machinery. Scantool handelsbolag, Stockholmsvägen 30, Lidingö. I.R. 2.

■ **TUNISIA**—Electronic strip chart recorder for measuring temperature of molten steel, equivalent to Honeywell Model s 153x17; automatic leaf spring cambering machine. Loan no. 33. U.S. source. Bid deadline June 30. Societe Nationale des Chemins de fer Tunisiens, 67, Rue de Portugal, Tunis.★

■ **TURKEY**—Offset machines, feed table, accommodates 5000 sheets of 20 lb. paper, 3" x 5" to 11" x 17", 12 lb. to 110 lb. ink roller system, 12 rollers. Copy counter, counts 99,999 copies only. Speed variable from 4500 to 9000 copies per hr. Drive motor ¼ hp., pump motor ½ hp., ac 110 v., 60 cycle, standard, also available 220 v. 50 cycles. S/A no. 503.

■ Adding, calculating, accounting machines, capacity keyboard, 10 columns and full key. Upper dials 11 places, lower dials 21 places in calculating machine. Printing calculators 10 touch, electric-operated models, full keys, automatic dating. S/A no. 504.

Both the above are for PA no. 277-700-901-356-3227. Bid deadline July 8. Acar Ithalat, Ihracat ve Mumessillik Limited Sirketi, Sehit Tegmen kalmaz Caddesi 17A, Ankara. Cable: CUNDOCLU, Ankara.

**UNITED ARAB REPUBLIC**—Machinery for making asbestos floor tiles, colored and uncolored. The Egyptian Co. for Pipes & Cement Products, "SIEGWART," (manufacturer), 15 Cherif St., Cairo.

## 356 General Industrial Machinery

**ENGLAND**—Industrial filters. Morris & Ingram, (London), Ltd., (importer, sales agents), 114 Kingston Rd., Merton Park, London SW. 19. WTD 4/6/63.

■ **INDIA**—Oil transfer pumps with spare parts and accessories, three. Loan no. 125. U.S. source. Bid deadline July 16. Damodar Valley Corp., Calcutta. Tender no. S/116/AID/REIN. Tender forms including specifications may be obtained for sale at $2.00, not refundable, from the India Supply Mission, 2536 Massachusetts Ave. NW., Washington 8, D.C.★

**★★ NETHERLANDS—Trade Mission**

Power transmission equipment sought from U.S. manufacturer for exclusive representation. IMEFA, Industrieweg 9, Oudeschoot. I.R. 149.

Industrial equipment importer wishes to expand lines by adding steam cleaning equipment. N.V. Handelmaatschappij C. Troost, Westzeedijk 92, Rotterdam. I.R. 387.

Special drive shaft couplings desired by industrial machinery and equipment importer. Van Gelder Compagnie N.V., Posthoornstraat, Rotterdam 1. I.R. 465.

Desires to represent U.S. manufacturer of pumps, ventilators, compressors for petrolchemical and industrial use. N.V. Handel Industrie Transport Mij, Jan Luykenstraat 3, Amsterdam Z. I.R. 485.

**PAKISTAN**—Portable pneumatic tools. Direct purchase and agency. Blue Feather Affiliations, (manufacturers' agent, commission merchant), 16 Sir Ganga Ram Bldg., The Mall, Lahore. WTD 5/9/63.

Electric air compressor with all accessories on solid rubber tires, capable of running four drilling machines (see SIC 353) in parallel positions, to run continuously for 16 hrs. daily in two shifts, with necessary spare parts for two yrs.; available current 400/440 v., 50 cycles, ac. Dalmia Cement, Ltd., (manufacturer), Dandot R.S., District Jhelum.

■ Low pressure centrifugal sewage pump; column pipe, driving shaft, valves; spare parts for two yrs., 26 items. Loan no. 391-H-056. U.S. source. Bid deadline July 3. The Director of Industries, Govt. of West Pakistan, Supply Wing, Lahore. IL#355501. Tender no. Aid/391/H/056/7835. C&f Karachi. Detailed specifications may be obtained from The Consulate General of West Pakistan, 12 E. 65th St., New York 21, N.Y.★

■ Various quantities, 10 items, such as air blower; hydraulic hand operated workshop press; blacksmith power hummer; grinder attachment for lathe; portable electric grinder 6" wheel; air compressor two stage twin cylinder; 6" high speed hacksawing machine; oil fired tilting crucible furnace for melting cast iron and other metals; Hobart electric arc welder; diesel electric generating sets, spare parts. Machines to be independent electric motor driven; electric equipment, control gear shall have tropical insulation and temp. rise shall not exceed 40°c. Submit printed literature with quotation. Loan no. 391-H-056. U.S. source. Bid deadline July 3. The Director of Industries, Govt. of West Pakistan, Supply Wing, Lahore. IL#355501. Tender no. Aid/391-H-056/7133. Detailed specifications may be obtained from The Consulate General of West Pakistan, 12 E. 65th St., New York 21, N.Y.★

■ **TURKEY**—Various automotive bower and l-s ball and roller bearings, or equal. PA#277-700-901-356-3227. Limited worldwide (901). Bid deadline July 8. Kemal Aybay Sirketi, A. Hamit Cad. 25/A Taksim, Istanbul. S/A #001661.

## 357 Office, Computing, Accounting Machines

**DENMARK**—Machines, office machinery. A/S Emil Jensen, (importer), 15 Farvergade, Copenhagen K. WTD 5/21/63.

**★★ NETHERLANDS—Trade Mission**

Seeks representation of U.S. manufacturer of addressing machines (alcohol type) and dry copying machines. Argo Handelsonderneming N.V., 8 Passeerdersgracht, Amsterdam. I.R. 364.★

**★★ SWEDEN—Trade Mission**

Well-known Swedish firm wishes to import new line of office equipment (not now on Swedish market) for resale to firms throughout Sweden. Lindaco AB, Hovslagargatan 5B, Stockholm C. I.R. 35.

Old established company, now selling in 130 countries and manufacturing in seven, seeks U.S. representatives for their two sales companies Facit, Inc., of New York and San Francisco. Their tape punches should find good market, particularly in processing systems in large corporations. Atvidabergs Industrier, (Facit, Inc.), Stockholm 7. WTD 4/3/63. I.R. 25.

## 358 Service Industry Machines

**★★ NETHERLANDS—Trade Mission**

Automotive service equipment sought by importer/agent to expand his lines of merchandise. N.V. Handelmaatschappij C. Troost, Westzeedijk 92, Rotterdam. I.R. 387.

Importer and wholesaler of water treatment chemicals seeks agencies for water treatment equipment. Will carry original equipment stock, spare parts. Has technical staff for service. Dirkzwager Chemie N.V., Verzamelgebouw, Rotterdam-Z. I.R. 240.

**NETHERLANDS**—Floor maintenance machinery. Direct purchase and agency. De Muijnck N.V., (sales agent), Montgomeryweg 23-25, Soesterberg.

**★★ SWEDEN—Trade Mission**

Wholesaler wishes to establish connections with U.S. manufacturers of vending machines, electro-mechanical game machines (coin-operated), slot machines (no musical machines). AB Spelautomater Etablissement, Visby (Gotland) I.R. 21.

## 360 Electrical Machinery

**NETHERLANDS**—Industrial electronic equipment, hi-fi equipment; statement showing present production program and facilities is available on loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4317, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-4675). N.V. Merea, (manufacturer), 2 Prins Hendriklaan, Utrecht.

**NETHERLANDS**—Electro-technical installation materials such as: cable clips, wire con-

nectors, terminals, all types of small components for the electronic industry. Direct purchase and agency. N. V. Kamphuys & Oosterbaan, (sales agent), 12 Prins Hendrikkade, Amsterdam.

## 361 Electric Transmission Equipment

■ **CHINA**—Group I, 213-214 filament transformer, output transformers; group II, 215-217 coaxial cable; group III, 219-219C 220-222, gasoline driven electric generating plant; group IV, 218, vogad panel, electron tube; group V, 223-225 450 kc oscilloscope; group VI 226-228 vom, voltage regulator; group VII, 229-246 radio frequency coil; one lot each. PA#484-000-253-3214. U.S. source. Bid deadline July 9. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Lu, Taipei. Inv. no. CP2-2108.

■ Lot of parts for the station loan biais additions for the flat frequency control equipment. The range for the regulating point setter under Item 5(2) of B. Ku Kuan Station, should be range-0-240 mw, instead of range-0-200 mw. PA#484-000-253-3214. U.S. source. Bid deadline July 8. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Lu, Taipei. Inv. no. CP22098. C&f Keelung. Specifications and conditions may be obtained from Mr. Jos. C. Wei, Acting Director, Division for the Central Trust of China, Chinese Government Procurement & Services Mission, Rm. 1680, 50 Church St., New York 7, N.Y.

■ **GREECE**—15 kv outdoor single pole disconnecting switches, rated 400 a, strictly in accordance with type a of ppc., 600 pieces. PA#240-700-898-221-2202. Limited worldwide (898). Bid deadline June 24. Public Power Corp., 30, Chalkokondyli St., Athens 102. Ref. no. 209. Copies of specifications and conditions of tender may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington 8, D.C. If selected offer is from the U.S., this purchase will be financed by AID under the PA#, or with free dollars.

■ Indoor three-pole 15 kv power circuit breaker, 200 amp, 250 mva, 20 pcs. Indoor three-pole 15 kv load interrupter with tripping fuses attached, 30 pcs. PA#240-700-898-221-2202. Limited worldwide (898). Deadline July 2. Public Power Corp., 30, Chalkokondyli St., Athens 102. Cable: DEH, Athens. Ref. no. 232.

**MOROCCO**—Amperemeters, voltmeters, cathode ray oscilloscopes, wave generators; saw tooth, squared curves. Direct purchase and agency. La Nationale d'Equipement Technique, NATEC, (importers, wholesalers, agents), 433, Boulevard Mohammed V, Casablanca.

■ **THAILAND**—600 amp. network protectors, for use with 300 kva transformer, 82 each; 1,200 amp. protectors for 500 kva transformer, 53 each; test kit, portable, with all instruments and leads, required for complete field testing, all weatherproof, non-submersible, transformer mounted, for use on 416Y/240 v., three-phase, four-wire network system. Loan no. 19. Worldwide (899). Bid deadline July 9. Purchase & Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Invitation no. pdc-mea-162. C&f Bangkok, fob vessel. Single copies of complete invitation to bid are available from the Office of the Economic and Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

## 362 Electrical Industrial Apparatus

**ENGLAND**—Automated equipment for use with machine tools. Automation Consultants, (importer), 38 Dryden Chambers, Oxford St., London, W.1.

**MEXICO**—Spot-welding equipment. Direct purchase and agency. Electronics, S.A., (importer, wholesaler, retailer), Apartado Postal 683, Sinaloa #215, Mexico 7, D.F. WTD 4/3/63.

**PAKISTAN**—Electric welding machines, equipment, small portable sets only. Direct purchase and agency. Blue Feather Affiliations, (manufacturers' agent, commission merchant), 16 Sir Ganga Ram Bldg., The Mall, Lahore. WTD 5/9/63.

■ Portable diesel-driven generating sets, 12, and spare parts for two yrs. Loan no. 391-H-056. U.S. source. Bid deadline July 3. The Director of Industries, Govt. of West Pakistan, Supply Wing, Lahore. IL#355501. Tender no. Aid/391-H-056/7707. C&f Karachi. Detailed specifications may be obtained from The Consulate General of West Pakistan, 12 E. 65th St., New York 21, N.Y.★

## 363 Household Appliances

■ **GREECE**—Open type, semi-hermetic type and hermetic type refrigeration condensing units, from ⅓ hp. to 20 hp., and spare parts, 1,000 pcs. PA#240-700-898-221-2202. Limited worldwide (898). Bid deadline July 9. Eteps, Liacacos-Xourafas, S.A., 6, George St., Caningos Sq., Athens, 141. If offer is from the U.S. purchase will be financed by AID under PA no., or with free dollars.

**★★ NETHERLANDS—Trade Mission**

Electrical major and minor household appliances and any new household articles for agent. J. S. Sietsema Klooster, Remmingaweg 42, Haren (Gr.). I.R. 306.

Wants exclusive agency for electrical household appliances both major and small traffic. Also wants agencies for general housewares. Handelsonderneming 'Lega,' Voltastraat 22/Postbus 112, Amersfoort. I.R. 247.

Wholesaler wishes to purchase electrical appliances for retail sale. Also beach, sailing, general sporting goods equipment. Firma B. De Jong, 80 Voorstraat, Harlingen. I.R. 231.

Domestic refrigerator units, hermetically sealed. Also a complete line of refrigerated display cases for supermarket. N.V. Elastoforce, Beethovenlaan 38, Heemsteede. I.R. 312.

**NETHERLANDS**—All types of household and fancy household articles, excluding china, glass, earthenware. Direct purchase and agency. M.D. Nieuwendijk c.v., (sales agent), 110 Weteringschans, Amsterdam.

Small electric household appliances. Direct purchase and agency. N. V. Kamphuys & Oosterbaan, (sales agent), 12 Prins Hendrikkade, Amsterdam.

## 364 Electric Lighting, Wiring Equipment

**CEYLON**—Pressure lanterns. The Cooperative Wholesale Establishment, (importing distributor), no. 21 Vauxhall St., Colombo 2. WTD 10/19/61.

**★★ NETHERLANDS—Trade Mission**

Manufacturer of fluorescent fixtures wishes to purchase components for use of illuminated hung ceilings. Maars N.V., Deventerweg 1, Harderwijk. I.R. 313.

## 365 Radio, Television Receiving Sets

**ENGLAND**—Radio, television, hi-fi equipment, tape recorders, domestic appliances. Direct purchase and agency. Harris-Russell, Ltd., (importer, wholesaler), 51 Calthorpe St., London, WC.1. WTD 5/31/63.

**MALAYA**—Television sets, including auxiliary equipment such as antennas, TV testing, measuring, servicing equipment: sweep generators, marker generators, linearity generators, oscilloscopes, valvevolt meters—sets must be tropicalised to perform under 75°F. 95° temperature and 60%-90% humidity and for reception of following channels: television Singapore, ccir standard 625 lines, now operations, channel 5 vision freq. 175.25 mcs. and sound freq. 180.25 mcs. effective radiated power—17 kw. at peak synchronization, effective range 30 miles radius, transmission area—70% built up, 30% open country, type of polarization—horizontal; channel no. 8 vision freq. 196.25 mcs., sound freq. 201.25 mcs.; television Kuala Lumpur, ccir standard 625 lines; schedule to start transmission end of 1963, proposed channels 1 and 3. Winli Radio Co., (importer, distributor), 557 Penang Rd., Penang. WTD 10/12/62.

## 366 Communication Equipment

**MEXICO**—Ship-to-shore radios; marine communications, navigation equipment such as radio compasses, electronic fish lures, depth sounders. Direct purchase and agency. Cia. Mexicana de Salvamento Marino, S.A., (importer, retailer, wholesaler), Ave. Juarez no. 30-306, Mexico 1, D.F. WTD 4/22/63.

**NETHERLANDS** — Telephone equipment, materials, all types. Direct purchase and agency. N.V. Kamphuys & Oosterbaan, (sales agent), 12 Prins Hendrikkade, Amsterdam.

● **SUDAN**—Supply of 100 automatic, central battery, or magneto-type telephones for field service. Tender no. 147, bid deadline July 16. Controller, Stores and Workshops, Department of Posts & Telegraphs, Light Industrial Area, Khartoum.★ (Telephone: WO 7-4823).

## 367 Electronic Components

**GERMANY**—Electronic components for radio, television receiving equipment. Richard Hirschmann, Radiotechnisohes Werk, (manufacturer, exporter), P.O. box 110, Esslingen a. Neckar. WTD 5/28/63.

Electronic components, apparatus. Wilhelm Nass, Fabrik fuer Elektromagnete, (manufacturer), Eckenerstrasse 6, Hannover.

**NETHERLANDS**—Components for the electro-technical and electronic industry. Direct purchase and agency. C.F. Visser, (sales agent), 170 Driehuizerkerkweg, Driehuis, (Post: IJmuiden).

**★★ SWEDEN—Trade Mission**

Manufacturer of hydraulic type pumps desires electronic components, supplies, solid state devices. AB Zander & Ingeström, Stockholm 12. WTD 6/2/61. I.R. 4.

## 369 Electrical Machinery

**GERMANY**—All types of electro magnets, relays, miniature contactors, magnet brakes, magnet clutches. Wilhelm Nass, Fabrik fuer Elecktromagnete, (manufacturer), Eckenerstrasse 6, Hannover.

**★★ NETHERLANDS—Trade Mission**

Importer of electrical equipment wants agency for automotive electrical repair equipment. N.V. Electrotechnik, Herenstracht 478, Amsterdam. I.R. 310.

**NETHERLANDS**—Leakproof, nonsealed dry batteries. Direct purchase and agency. N.V. Kamphuys & Oosterbann, (sales agent), 12 Prins Hendrikkade, Amsterdam.

**★★ SWEDEN—Trade Mission**

Importer wants to buy fractional horsepower motors, electronic controls for indus-

trial machinery. AB Transfer, Angermannagatan 158, Stockholm-Vällingby. WTD 5/24/60. I.R. 34.

Large import-export house wishes to add new line to their products in electronics equipment of all types, guided missiles, other state of the art products. Salén & Wicander AB, Artillerigatan 24, Stockholm 14, WTD 1/19/62. I.R. 44.

Large research firm interested in obtaining process control equipment such as power station controls, panels using imported instruments. Ingeniörsfirma Hugo Tillquist, Södra Langgatan 21, Solna. WTD 3/7/62. I.R. 20.

## 371 Motor Vehicles, Motor Vehicle Equipment

**ECUADOR**—Accessories, spare parts for automobiles, trucks, approx. $20,000 to $30,000 per year; requests catalogs and prices. Inteco, Sociedad Industrial Tecnica Comercial, S.C., (importer), Pedro Carbo no. 309, P.O. box 3347, Guayaquil. WTD 5/23/63.

**ENGLAND**—Automotive accessories, components, tools, equipment of all types. Direct purchase and agency. Oversea Buyers, Ltd., (buying agent), Monotype House, 43 Fetter Lane, London, EC.4.

■ **INDIA**—Fram equivalent oil, fuel, air filters; ferodo equivalent drilled brake liners; clutch facings, fan belts, Borg & Beck equivalent clutch parts; piston assemblies and cylinder liners; main and big end bearings. Loan no. 391-H-056. U.S. source. Bid deadline July 1. M/s Kandawalla & Co., Ltd., 71, The Mall, Lahore. IL#232385.★

**MEXICO**—Equipment for the testing and repair of automobiles, including crankshaft regrinders. Replies requested in Spanish. Istmo Motors, S.A., (retailer, repairman), Calle Cinco de Mayo no. 3, Tehuantepec, Oaxaca. WTD 4/12/63.

**★★ NETHERLANDS—Trade Mission**

Desires to become exclusive agent for U.S. firms manufacturing automotive parts, accessories; automotive tools, equipment such as battery chargers. N.V. v/h Van Heck & Co., Sheepmakershaven 54, Rotterdam. WTD 7/30/62. I.R. 229.

Importer/distributor seeks representation of automotive parts of all types and makes by U.S. manufacturer. Nova Nederland N.V., Huygenspark 17, The Hague. I.R. 449.

**PAKISTAN**—Tools for automobile workshops; ring piston sets with sleeves, main and connecting rod bearing sets, nozzles and plunger sets, crankshafts, gasket kits. Direct purchase and agency. Blue Feather Affiliations, (manufacturers' agent, commission merchant), 16 Sir Ganga Ram Bldg., The Mall, Lahore. WTD 5/9/63.

■ Four-wheel drive passenger carrying vehicle, 10; four-wheel drive passenger carrying station wagons, two; spare parts for same, one lot. Tenders without recommended list of spares will not be considered. Tenders should be accompanied with detailed specifications and official catalogs against each item separately. C&f in U.S. dollars for each item. U.S. flag ships. Loan no. 391-H-056. U.S. source. Bid deadline July 2. Capital Development Authority, Directorate of Purchases, Rawalpindi. Tender no. CDA/DP-1045.★

## 372 Aircraft, Parts

**SINGAPORE**—Four hover craft to carry between 1,000 and 2,000 lb. load of either freight or passengers. Clyde International, Ltd., (electrical, mechanical engineering consultant, contractor; sales/indent agent), 403 Shaw House, Orchard Rd., Singapore 9. WTD 1/4/63.

**SPAIN**—Surplus spare parts for DC-3 and DC-4 engines; requests replies in Spanish. Molina, S.L., (importer, retailer, wholesaler), Jose Antonio 21, Ceuta. WTD 4/26/63.

## 373 Ship Building, Repairing

**★★ NETHERLANDS—Trade Mission**

Seeks contacts for ship handling equipment manufactured in U.S. old established company. Also offers services to firms seeking transportation facilities in Europe. Hudig & Pieters C.V., Rotterdam. I.R. 300.

## 381 Engineering, Scientific, Laboratory, Research Equipment

■ **CHINA**—Synchronizer, group I, 4-9-17-18 & 22; group II, 11-15-26-31, mixer, adaptor; group III, 10-16, microwave swept oscillator, oscilloscope kit, meter; spare tubes for computer measurements corp., model 226 counter, group IV, spare parts for Dumont 403 oscilloscope, 24, group VI, 20-21, recorder and recording paper; group VII, 32, vacuum cleaner, one lot of each item, except last item, eight pcs. Specifications and conditions may be obtained from Mr. Jos. C. Wei, Acting Director, Chinese Government Procurement & Services Mission, Rm. 2123, 61 Broadway, New York 6, N.Y.

**ENGLAND**—Nucleonic and general laboratory apparatus. Direct purchase and agency. Continental Distributors, Ltd., (sales agent), 121 Earls Court Rd., London, SW.5. WTD 2/13/61.

● **INDIA**—One each of following laboratory equipment: classifier, pressure filter, porcelain pebble jar mill, toothed roll crusher, contact angle measurement apparatus. Tender inquiry no. SE-593/REIN, bid deadline July 18. Forms and specifications available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

**ITALY**—Scientific, technical teaching aids for schools, universities. Giacomo Patrone, (manufacturer), Via P. Da Bissone 36r, Genova Sestri.

**MEXICO**—Testing and control equipment for use in textile laboratories. Direct purchase and agency. Atlantida-Mexico, S.A., (importer, wholesaler, retailer), Apartado Postal 21336, Durango #138, Mexico, D.F. WTD 4/17/63.

**★★ NETHERLANDS—Trade Mission**

Wholesaler of laboratory equipment, plastics seeks sole representation in line of laboratory equipment. A. F. Verder, Utrachtseweg 23, Vleuten. I.R. 428.

Technical equipment for oil and gas industry desired. P. van der Kwast & Zn., Weesp. I.R. 64.

Electronic apparatus, components for laboratories sought by agency. G. Kannegieter, Eendrachtpark 22, Bussum. I.R. 368.

Importer of instruments for industry wishes to purchase scientific laboratory instruments for use in universities and industries. Fa. Cocheret, Arnhem. I.R. 311.

■ **NIGERIA**—Laboratory equipment, supplies, 298 items, small quantities: balances, electric vacuum ovens, rotary pressure and vacuum pumps, hot plates, magnetic stirrers, friction rings, cheesecloth, disposable tissues, lourdes 50 pt tube polypropylene, photo-binocular microscope, homacytometer dilution pipette, red and white, forceps, various, desiccators, files, Bunsen burners, tubes, thermometers, gloves, filter paper, goggles, iodine, oxyalic acid, potassium cyanide, sodium hydroxide, ether, chloroform, resin y. All large electrical motors should be three-phase, 50 cycle, 400 v., ac current. All fractional horsepower electric motors should be 230 v., 50 cycle, single phase, ac current. Quotation no. 5366. Catalog reference: Arthur H. Thomas Co.

■ Laboratory equipment, supplies, small quantities, 248 items, such as: hand model homogenizer, volumetric flasks, funnels, stoppers, tubing, filter paper, pipettes, meter sticks, forceps, rubber policeman, stopcocks, crucibles. Fractional hp. electric motors, 230 v. 50 cycle, single phase; large electrical motors, three-phase, 50 cycle, 400 v. Quotation no. 5355. Catalog reference: E. H. Sargent.

■ Small quantities, 45 items, for use by the Crops-Soils building Farm Work Center, such as, shop bench with metal cabinet, utility table, hardwood stool, soapstone sink, drainboard, wall mounted peg board, laboratory truck, biological student table, open frame utility table, suspended case cabinet with glazed panelled sliding doors, fume hood. Electrical connections and outlets to be standard U.S. manufacture for 110 v., 60 cycles, connected to step-down transformer ordered elsewhere, ac current. Quotation deadline July 1. No. 4672. Catalog ref.: Sheldon Laboratory Furniture, Muskegon, Mich.

■ Laboratory equipment, supplies, small quantities, 31 items: Spencer trinocular microscope; illuminator, eyepiece micrometer, double depression culture slide, camel's hair brush, diamond glass marking pencil, centrifuge, long handle pruning shears. All electricals from a power source of 250 v., 50 cycles, single phase, ac current. Quotation nos. 5359, 5360. Deadline July 1. Catalog Ref.: Central Scientific, Chicago, Ill.

■ Laboratory equipment, supplies, 99 items, small quantities, Kjeldahl digesting unit, flasks, bottle warmers, galvo-meter, atomizer, ph meter, buffer tablets, acid bottle carrier, laboratory balance, automatic burette, condensers' gas regulator, utility gloves, conductivity bridge, stainless steel screen, test tubes, glass tubing, glass wool, glass cutter. All fractional hp. electric motors to be 230 v., 50 cycle, single phase, ac current. All large electrical motors three phase, 50 cycle, 400 v., ac current. Quotation no. 5456. Catalog Ref.: E. H. Sargent Co.

■ Laboratory furniture, 37 items, such as portable shop desk, heavy duty steel chairs, wood top bench, bench risers, bin and shelf box, tool sections, mounting panel, tool stand cabinet, rack end, separator pegs. Catalog Ref.: Lyon Metals Products, Inc.

All the above equipment is for contract no. AFE-1398 between Michigan State University, East Lansing, Mich., and University of Nigeria, College of Agriculture NSUKKA, Eastern Nigeria. U.S. source. Interested bidders may obtain copies of specifications and any other additional information from Purchasing Dept., Michigan State University, 210 Miles Bldg., 1405 S. Harrison Rd., East Lansing, Mich., Attn: Richard P. Kasuba, Assistant Purchasing Agent. All bid deadlines July 8, unless otherwise stated.

**★★ SWEDEN—Trade Mission**

Large research firm interested in all types of instruments and apparatus for science and industry. Ingeniörsfirma Hugo Tillquist, Södra Langgatan 21, Solna. WTD 3/7/62. I.R. 20.

## 382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

**★★ NETHERLANDS—Trade Mission**

Electrical contractor, importer seeks to purchase unsophisticated instruments for measur-

ing and process control in electrical power and process industries. N.V. Electrotechnisch Installatiebedrijf & Handelsbureau v/h Batenburg, Kipstraat 23, Rotterdam 1. I.R. 265.

**NETHERLANDS**—Pneumatic, electric or electronic regulating items for gas equipment. N.V. Emmef, (manufacturer), 10 Julianaweg, Megchelen, Gelderland.

● **SPAIN**—Automatic temperature control units. Bid deadline July 1. Talleres De Precision Y Centro Electrotecnico De Artilleria, Ministerio del Ejercito, Raimundo Fernandez Villaverde 44, Madrid.★ (Telephone: WOrth 7-2312.)

### 384 Surgical, Medical, Dental Instruments

**AUSTRALIA**—Thirty clinical operative dental chairs, two or three to be special demonstration models; requests replies from manufacturers only. J. P. Birrell, University Architect, University of Queensland (state university), St. Lucia, Brisbane.

**★★ NETHERLANDS—Trade Mission**

Manufacturer's representative in hospital equipment field wants exclusive agencies for simple hospital and medical laboratory instruments, accessories. Micromejure N.V., de Ruyterstraat 48, The Hague. I.R. 271.

Desires to represent U.S. manufacturer of welding helmets; eye protectors; goggles. E. Bronda Ijzerhandel N.V., Wilhelminakade 9, Groningen. I.R. 352.

Protective work clothing desired by wholesaler. RIACO, Mr. Thorbeckestraat 12, Elst (Gld). I.R. 327.

**★★ SWEDEN—Trade Mission**

Large manufacturer-wholesaler desires U.S.-made hospital equipment, including wheel chairs, lifts for helping patients in autos, textile cloth for uniforms, ready-made uniforms, foods, plastic china and kitchen equipment, ready-made bandages, dental and laboratory equipment, X-ray material, packaging equipment, disposable medical syringes. Landstingens Inköpscentral, Solna 1. WTD 1/24/61. I.R. 27.

### 386 Photographic Equipment

**MOROCCO**—Photogrammetry equipment; requests replies in French. Cameradis, (importer, wholesaler), 93 Avenue Moulay Hassan 1 er, Casablanca. WTD 8/29/61.

**★★ NETHERLANDS—Trade Mission**

Offset-photocopy, electrostatic photocopy machines from U.S. manufacturers desired by exclusive agent/distributor. A. de Granada Ltd., Co., Riouwstraat 50, The Hague. WTD 4/18/63. I.R. 228.

### 394 Toys, Amusement, Sporting Goods

**ENGLAND**—Sporting goods of all types including shooting, fishing supplies, golf accessories, tennis/badminton rackets, sailing/runabout boat kits. Direct purchase and agency. C. Phillips, Jones & Co., Ltd., (importer, exporter, sales agent), Dorchester-on-Thames, Oxford. WTD 4/6/63.

### 395 Pens, Pencils, Office, Artists' Materials

**DENMARK**—Drawing supplies; paper; office supplies; school supplies. A/S Emil Jensen, (importer), 15 Farvergade, Copenhagen K. WTD 5/21/63.

**NORWAY**—Drawing supplies, including compasses, crayons. Bommen & Hansen A/S, (importing wholesaler), 4 Raadhusgaten, Oslo. WTD 2/4/63.

### 396 Costume Jewelry, Costume Novelties, Buttons

**★★ NETHERLANDS—Trade Mission**

Men's, women's costume jewelry, including rosaries sought for exclusive representation by wholesaler. Also wishes to export to U.S. manufacturers costume jewelry for trimmings, wearing. Van Os, 110 Schiedamseweg, Rotterdam Z. I.R. 291.

**★★ SWEDEN—Trade Mission**

Seeks representation for U.S. manufactured men's accessories, especially gift items such as billfolds, wallets, trays, brushes; any items that are related to men's small novelty type gifts. Owesen & Co. AB, Majorsgatan 10, Stockholm. WTD 5/12/53. I.R. 60.

Men's accessories such as cuff links, tie clasps. U.S.-made. La Roque AB, Kungstensgatan 20, Stockholm. I.R. 1.

### 399 Manufacturing Industries

**AUSTRALIA**—Table lamp bases, ceramic, glass, metal, wood, china; without electrical fittings or shades; high and medium quality decorator styles. Brosalco, Pty., Ltd., (importing distributor), 199 Clarence St., Sydney, N.S.W.

■ **BOLIVIA**—Various items in different quantities, nine items, including tracing paper, 42″x20 yd.; motor oil sae 10-30; geologic picks; electric typewriters; heaters for Willys jeep 1961; reflecting projectors; laboratory equipment; lamps, pressure; cameras; tires, tubes. PIO/C No. 511D21AC-9-30156. Limited worldwide (901). Bid deadline July 8. Ministry of National Economy, 1492 Camacho Ave., La Paz. Invitation No. MOE-GMD-0002-63. Detailed specifications may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Rm. 218, Washington, D.C., Attn: Mr. Gonzalo Saenz. All offers should be forwarded directly to the buyer.

■ Various quantities, eight items, such as, acrylonitrile; combination melting furnace and portable torch on wheels; polyethylene resin pipe, accessories; hydraulic jacks, tools, accessories; bends, bell, spigot, rubber rings. PIO/C No. 511P81AK-9-30149. Limited worldwide (901). Bid deadline July 5. Ministry of National Economy, 1492 Camacho Ave., La Pas, Invitation No. MOE-PHD-001-63. Detailed specifications may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Rm. 218, Washington, D.C., Attn: Mr. Gonzalo Saenz. All offers should be forwarded directly to the buyer.

**GREECE**—Plastic mosquito nets; requests replies from manufacturers only. Giokas-Kaklamanos & Co., (importer, wholesaler), 7, Aghias Eleousis St., Monastiraki, Athens. WTD 5/23/63.

**★★ NETHERLANDS—Trade Mission**

Office supplies agent seeks quality office supplies and ball point pens. J.H.G. Lammers N.V., 21 Kloveniersburgwal, Amsterdam. I.R. 367.

Kitchen and household items sought by manufacturers' representative. J.S. Sietsema Klooster, Remmingaweg 42, Haren (Gr.). I.R. 445.

Wants agent in U.S. to locate special items for introduction in Dutch department stores by the demonstration method. RINCO-EPE, Bongerdplein 34, Epe. I.R. 239.

Importer seeks all types of merchandise to be sold through department stores, especially novelties, labor-saving devices, and kitchen and household items. P.C. van Es, 442 Alsemstraat, Hoogvliet. I.R. 286.

■ **PAKISTAN**—Tin, refined, 99.99% pure and in ingots, not exceeding 112 lb. each, $52,501; pig lead, 99.99% purity and in ingots, 112 lb. each, $3,990; zinc chloride, four t., $2,110, packed in one cwt. drums; 100 pkg. aviation fuel shell detector, each containing 10 aluminum tubes holding eight shell detector capsules, calcium carbide, two t., ½ mm. size to bs. spec. no. 642, in 200 lb. drums. Quotations to be submitted in long tons, fas/fob price, freight, commission payable to local agents, specified separately. All items will be subject to preshipment inspection by Messrs. Superintendence Co., Inc., 67 Broad St., New York 4, N.Y., at cost of buyer. Inspection certificate to be forwarded with original shipping documents. Loan no. 391-H-056. U.S. source. Bid deadline June 29. Burmah Oil Co., Pakistan, Trading, Ltd., Strand Rd., Chittagong. Cable: PAKTRADOIL, Chittagong. IL#-275674.

**PORTUGAL**—Magazines, variety postcards showing flowers, pin-ups, film stars; inflatable world globes; children's decalcomania transfers, coloring books, puzzles, paper dolls. Goncalo W. de Vasconcelos, (importer, wholesaler), Avenida Antonio Augusto de Aguiar, 126-4°, Lisbon 1. WTD 5/13/63.

**★★ SWEDEN—Trade Mission**

Manufacturer of aerosol packaging seeks all forms of raw materials including the component parts for making aerosol packages. Skandinaviska Aerosol AB, Virebergsvägen 19, Solna. WTD 1/23/56. I.R. 68.

Wishes to be direct sales agent for U.S. manufacturers primarily of toys, plastic novelties, toilet cases, toilet articles. Harald Swedberg AB, Döbelnsgatan 16A, Stockholm. NCID, I.R. 30.

Manufacturer, wholesaler interested primarily in specialty building items for resale to local building contractors, paint stores and through architects. Glasbetong Import AB, Sandhamnsgatan 39, Stockholm No. I.R. 47.

**SWEDEN**—Semi-manufactures for assembly in Sweden. AB Miami, (importer of trailers, vending machines, exporter of gift articles), Box 59, Tullinge.

### 509 Wholesalers

**NETHERLANDS**—Ships' provisions, deck supplies. August Kopcke & Co. N.V., (importer, wholesaler, exporter), 16 Willemskade, Rotterdam 2. WTD 7/30/62.

**NIGERIA**—Plastic, leather goods, hand bags, wall clocks, caps, general goods. S. A. Allison & Sons, (importers), 7 Docemo St., P.O. box 273, Lagos. WTD 3/8/63.

## India announces extension for crane bid deadline

The Superintending Engineer, Technical/Civil, Madras State Electricity Bd., 157 Mount Rd., Madras 2, India, has advised that tender specification no. C. 910 bid deadline has been extended from June 15 to July 22.

This tender is for one electrically-operated overhead traveling crane, 150 tons, for the Sarkarpathic Power House. (INTERNATIONAL COMMERCE, April 29, p. 32).

A copy of the specifications is available on a short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, Business and Defense Services Administration, Rm. 4022, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-5589).

# International Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified*

### 200 Food

**CEYLON**—Cocoa butter and milk used in the manufacture of chocolates. P. Sivanandan, (manufacturers' agent), P.O. box 298, no. 53 Main St., Colombo. WTD 10/30/61.

**SOUTH AFRICA**—Rice, canned, bottled fruits, vegetables, fish, shrimps, asparagus, olives; condiments, sauces, edible nuts, hops. Requests replies from manufacturers only. Natal Buying Agencies, (Pty.), Ltd., (manufacturers' agent), 405/409 Amsterdam House, West St., Durban.

### 204 Grain Mill Products

**GREECE**—Poultry, cattle feeds. The Commercial Agencies of Greece, (sales agent), 41 Sofocleous St., Athens. WTD 12/20/62.

### 281 Industrial Chemicals

**ENGLAND**—Metal, paint stripping products; requests replies from manufacturers only. Grauer & Weil, Ltd., (importer, exporter, sales agent), Sheerwater, Woking, Surrey.

### 287 Agricultural Chemicals

**PHILIPPINES**—Agricultural chemicals, fertilizers. Seed Corp. of the Philippines, (importer, wholesaler), 327 Quezon Blvd. Ext., Quezon City.

### 331 Steel Mill Products

**ENGLAND**—Steel tubing, thick-walled steel tubing, heavy hollows up to od 24" x 4" wall. F. J. Haut & Partners, Ltd., (exporter, sales agent), 2A Monahan Ave., Purley, Surrey.

**SOUTH AFRICA**—Stainless steel tubing for conveying gases, liquids; requests replies from manufacturers only. J. R. Annetts & Co., Pty., Ltd., (manufacturers' agent), 22-24 Provincial Bldg., Field St., or P.O. box 1106, Durban. WTD 5/6/63.

### 342 Cutlery, Hand Tools, General Hardware

**GERMANY**—Hammers, screwdrivers, twist drill or drift tool ejectors, nut splitters, other newly-developed hand tools used by machine shops; requests replies from manufacturers only. Heinz Will, (sales agent), Kapellenweg 108a, Hamburg-Harburg.

**SOUTH AFRICA**—Tools, builders' hardware, architectural hardware; requests replies from manufacturers only. J. R. Annetts & Co., Pty., Ltd., (manufacturers' agent), 22-24 Provincial Bldg., Field St., or P.O. box 1106, Durban. WTD 5/6/63.

### 343 Heating Apparatus, Plumbing Fixtures

**ENGLAND**—Oil-fired space heaters for use primarily in construction work; other products to complement own manufacturing; requests replies from manufacturers only. Colt Ventilation, Ltd., W. H. Colt, (London), Ltd., (importer, sales agent, manufacturer), Surbiton, Surrey.

### 349 Fabricated Metal Products

**CEYLON**—Tinfoil for wrapping chocolates, confectionery. P. Sivanandan, (manufacturers' agent), P.O. box 298, no. 53 Main St., Colombo. WTD 10/30/61.

### 352 Farm Machinery

**PHILIPPINES**—Agricultural machinery. Seed Corp. of the Philippines, (importer, wholesaler), 327 Quezon Blvd. Ext., Quezon City.

### 354 Metalworking Machinery

**ENGLAND**—Electric hand tools for "do-it-yourself" handyman. Mr. B. H. J. Turpin, Burgess Products Co., Ltd., Small Tools Division, (importer, sales agent), Leicester Rd., Sapcote, Leicestershire.

### 355 Special Industry Machinery

**GERMANY**—All types of machinery for food industry, especially canning, coffee roasting plants. Helmut Rocholl, (manufacturers' agent), Bahnhofsplatz Kaiserhof, Hamburg-Altona.

### 356 General Industrial Machinery

**ENGLAND**—Ventilators for industrial, commercial buildings; other products to complement own manufacturing; requests replies from manufacturers only. Colt Ventilation, Ltd., W. H. Colt, (London), Ltd., (importer, sales agent, manufacturer), Surbiton, Surrey.

**SOUTH AFRICA**—Pumps, compressors, similar engineering products; requests replies from manufacturers only. J. R. Annetts & Co., Pty., Ltd., (manufacturers' agent), 22-24 Provincial Bldg., Field St., or P.O. box 1106, Durban. WTD 5/6/63.

### 357 Office, Computing, Accounting Machines

**ENGLAND**—Office machinery, equipment requiring specialty selling. Anderwood Co., (importer, sales agent), 43 Dover St., London, W.1.

### 360 Electrical Machinery

**ENGLAND**—Advanced electronic products requiring specialty selling. Anderwood Co., (importer, sales agent), 43 Dover St., London, W.1.

### 362 Electrical Industrial Apparatus

**SOUTH AFRICA**—Geared electric motors, approx. 30 hp.; requests replies from manufacturers only. J. R. Annetts & Co., Pty., Ltd., (manufacturers' agent), 22-24 Provincial Bldg., Field St., or P.O. box 1106, Durban. WTD 5/6/63.

### 381 Engineering, Laboratory, Scientific, Research Instruments

**ENGLAND**—Laboratory apparatus, scientific instruments: temperature programmed gas chromatography; flame photometry, with background noise correction; spectrography; neutron activation; electro chemical analysis; low temperature ashing. Southern Analytical, Ltd., (importer, sales agent), Frimley Rd., Camberley, Surrey.

### 382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

**BRAZIL**—Temperature measuring instruments for plastics and chemical processing industries. Instrumentos e Reguladores do Brasil, (manufacturer, sales agent), Rua Lourenco de Almeida 799, Sao Paulo. WTD 11/19/62.

**ENGLAND**—Industrial instruments: stethescope for locating air, gas leaks; industrial tuneable stethescope for detecting noises in machinery. Sonicaid, Ltd., (exporter, sales agent), 82 Lampton Rd., Hounslow, Middlesex.

### 509 Wholesalers

**AUSTRIA**—Leather, rubber scrap and remnants of all kinds; requests replies in German. Michael Kupfer, Inhaber Helmut Kupfer, (importer, wholesaler), Vienna 11, Kleine Mohrengasse 3.

**CEYLON**—Provisions, deck, engine room stores, pantry stores, slop chest stores for vessels calling at Colombo, Galle, Trincomalee; requests replies from U.S. owners of vessels calling at Ceylonese ports. Taylor and Mackay, Ltd., (ships' chandler), 29-2/10, Second Fl., Gaffoor Bldg., Main St., Fort, Colombo. WTD 3/26/63.

# Construction Projects

*Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.*

**PHILIPPINES**—The National Sewage and Water Works Authority plans expenditures of approximately $1.5 million on the construction of additional sedimentation tanks and appurtenances for the Manila Water Treatment Plant. Issuance of bids is expected on or about August 1. Firms desiring details on this project should contact Metcalf & Eddy, Ltd., Consultants, Statler Bldg., Boston 16, Mass.

**SOUTH AFRICA**—Construction of a newsprint mill at Tugela, about 75 miles north of Durban, at an estimated cost of $9.1 million, will soon get under way according to reports from the South African Pulp and Paper Industries, Ltd., a subsidiary of Union Corporation, Ltd., of Johannesburg.

Firms having an interest in the above project should direct their inquiries to the South African Pulp and Paper Industries, Ltd., 74-78 Marshall St., P.O. box 10246, Johannesburg.

**SOUTH AFRICA**—The Schlesinger Organisation recently announced plans to spend R15 million (approximately US $17.5 million), over a period of three years, on six large building projects in principal cities of South Africa.

The proposed plans include a R3 million (US $4.2 million) development at Braamfontein, a R6.3 million (US $7.2 million) commercial center on the present site of the Carlton Hotel, and a new luxury apartment block in Johannesburg; a major regional shopping center at Durban; a block of luxury sea-front apartments in Cape Town; and a new office block for a major insurance company in Port Elizabeth.

Firms interested in foregoing projects should contact the Schlesinger Organisation, P.O. box 1182, Johannesburg.

# Leads for Importers

*Commodities are offered direct unless specified.*

## 200 Food

**VENEZUELA**—Tonka beans, crystalized, first-class quality, packed in wooden barrels; sisal fibre; raw tobacco (Burley, Virginia types); fruit pulps, jelly-pineapple, mango, pawpaw guava, for industrial uses. Exportadora Terramar S.N.C., Edificio Lucerna, Oficina 62, Avenida Francisco de Miranda, Chacao. WTD 5/13/63.

## 203 Canning, Preserving Foods

**★★ NETHERLANDS—Trade Mission**

Fishery concern seeks agents, wholesalers, chainstores on east coast, middle west, and west coast to buy herring, (fresh, smoked, specialties), smoked and salted. W. Van Der Swan & Zn. N.V., Schokkerweg 8, Scheveningen. I.R. 320.★

## 207 Confectionery

**★★ NETHERLANDS—Trade Mission**

Seeks U.S. representative for the sale of full line of candies, except chocolates. Van Melle N.V., Olympiaweg 10, Rotterdam. WTD 7/11/57. I.R. 252.

## 209 Food Preparations

**★★ SWEDEN—Trade Mission**

Swedish blueberries, lingon berries to west coast. Also Swedish food specialties. AB Meropa, Grev Turegatan 18, Stockholm Ö. I.R. 64.

## 221 Broad Woven Fabrics, Cotton

**★★ NETHERLANDS—Trade Mission**

Good quality slipcover and drapery fabrics to interior decorators, wholesalers, department stores by manufacturer. N.V. Textielfabriek "Holland", Volksparksingel 21, Enschede. I.R. 340.

## 225 Knitting Mills, Products

**★★ NETHERLANDS—Trade Mission**

Manufacturer and designer of fancy knit fabrics wishes to design fabrics for manufacture in U.S. on royalty basis, on Wilman-Jacquard knit machine. Wil-Mar-Inge, Lelie Gracht 35, Amsterdam. I.R. 106.★

**★★ SWEDEN—Trade Mission**

New York sales agent/importer for Swedish knit fashion sweaters with Scandinavian flavor. Manufakturbolaget Wico, St. Nygatan 31, Stockholm. I.R. 70.

## 229 Textile Goods

**★★ NETHERLANDS—Trade Mission**

Textile manufacturer seeks market for handkerchief fabrics, men's shirtings, fine yarns. Van Heek-Scholco Textielfabrieken N.V., Losser/Almelo. I.R. 342.★

Manufacturer seeks market for high-style, quality batik fabrics for dresswear, sports coats, headwear, ladies' sportswear. Ankersmit's Textielfabrieken N.V., Deventer. I.R. 328.

Chamoise manufacturer seeks market for complete line of chamois cloths used for cleaning autos, household use, medium-priced. Lederfabriek Roorda, N.V., Harlingen. I.R. 349.★

Seeks aggressive agent with apparel manufacturers of men's pajamas, sports trousers, bathing trunks to sell firm's narrow fabric products, ribbons, elastics, reinforcing tapes. Scholten En Van Heek, N.V., Enschede. I.R. 344★

## 230 Apparel

**CHILE**—Woolen knitwear, particularly sweaters. Leon Telias e Hijos, Ltda., 1242 Rosas, Casilla 910, Santiago. WTD 5/22/63.

## 223 Women's, Misses', Juniors' Outerwear

**★★ SWEDEN—Trade Mission**

Manufacturer-exporter of ladies', junior misses' dresses wishes to sell to U.S. department and specialty stores popular price dresses of Scandinavian design. AB Martinette, Sveavägen 53, Stockholm. I.R. 51.

## 259 Furniture, Fixtures

**★★ NETHERLANDS—Trade Mission**

Manufacturer of restaurant, hotel, food factory equipment seeks importers/distributors of hotel, restaurant equipment. Kirema N.V., 6 Kwakkenbos, Kamerik. I.R. 318.

## 278 Bookbinding Industry

**★★ NETHERLANDS—Trade Mission**

Manufacturer of book-binding fabrics, finished and cut to specifications of book-binder seeks market for this product. Van Heek-Scholco Textielfabrieken N.V., Losser/Almelo. I.R. 342.★

## 329 Abrasive, Asbestos, Nonmetallic Mineral Products

**FRANCE**—Natural, artificial graphites, in flakes or powdered, for all purposes, industries. Direct sales preferred. Quantities available: from 10,000 to 30,000 kg. (22,000 to 66,000 lb., approx.) per month; merchandise packed in double jute bags of 100 kg. (220 lb.) or 50 kg. (110 lb.) each. Albert Guimard, 49 Place Rollin, Angouleme, Charente. WTD 5/21/63.

## 342 Cutlery, Hand Tools, General Hardware

**★★ NETHERLANDS—Trade Mission**

Manufacturer of marine hardware, excellent workmanship, seeks importer. Sloten Industrie Nederland, Panningen (L). I.R. 462.★

## 343 Heating Apparatus (except Electric), Plumbing Fixtures

**AUSTRALIA**—"Therm" patented $CO_2$ gas combustion timber drying system, new departure in the timber drying field, developed and patented. Intertherm Heating & Cooling, Pty., Ltd., 172 Abbotsford Rd., Mayne Junction, Brisbane, Queensland. WTD 12/12/62.

## 353 Construction machinery

**SWEDEN**—Construction machinery such as concrete mixers, cranes, elevators, pumps. Tornborg & Lundberg AB, Formansvagen 19 (P.O. box 9047), Stockholm. WTD 4/2/63.

## 354 Metalworking Machinery

**★★ SWEDEN—Trade Mission**

Precision machine tool manufacturer wishes to export to U.S. tool and cutter grinders with accessories, including microscopes for precision manufacturing. Also wide-angle profile projectors. Svenska Ackumulator AB Jungner, Riddargatan 17, Box 14035, Stockholm 14. WTD 8/24/62. I.R. 39.

## 355 Special Industry Machinery

**FRANCE**—Motor driven winches and cable way carriages for forests. Cable Lasso France, 159 rue de Mulhouse, Saint-Quentin (Aisne). WTD 1/25/61.

**★★ NETHERLANDS—Trade Mission**

Seeks agent for representation of electrotex (machine used by cloth mills for seaming straight the width and depth of materials). M. C. Kerkhoven, Poulinkstraat 58, Almelo. I.R. 374.★

## 364 Electric Lighting, Wiring Equipment

**★★ NETHERLANDS—Trade Mission**

Manufacturer of street lights seeks agent/importer to handle line of lights for streets, theaters. Rech, Ericaweg 1, Huizen 1 (N.H.). I.R. 262.

## 366 Communication Equipment

**★★ SWEDEN—Trade Mission**

Manufacturer of electronics and business machines, cable checkers, tape recorders, telephone testing machines wishes to export to U.S. Polyvox AB, Birger Jarlsgatan 121, Stockholm V. I.R. 42★

## 372 Aircraft, Parts

**★★ NETHERLANDS—Trade Mission**

Aircraft, associated equipment manufacturer seeks agency to handle its universal hot and cold joggling machines. Royal Netherlands Aircraft Factories Fokker, Schiphol. I.R. 402.

## 384 Surgical, Medical, Dental Instruments

**★★ SWEDEN—Trade Mission**

Manufacturer of hospital equipment seeks agency or wholesaler for hospital beds, food wagons, dental equipment, ready-made bandages. AB Landex, Solna 1. I.R. 31.

## 386 Photographic Equipment

**★★ SWEDEN—Trade Mission**

Manufacturer-exporter seeks agency for its photo-reproducing machine one-man operated, marketed in Sweden under name of "Solna Vertico." AB Printing Equipment, Hallgatan, Stockholm. WTD 12/2/52. I.R. 29.★

## 395 Pens, Pencils, Office, Artists' Materials

**★★ NETHERLANDS—Trade Mission**

Manufacturer of office supplies wants to export line of stamp pads. Marcro-Agencies, 1 Ericaweg, Huizen. I.R. 366.

Exporter of low-cost old Dutch paintings seeks U.S. company to import paintings acquired. P.B.A. H. Zuiderent, Mathenesserlaan 417 B, Rotterdam. I.R. 266.

**★★ SWEDEN—Trade Mission**

Company manufactures a blue print drawing hanger. Will hold up to 50 drawings at one time. Seeks agency to handle in U.S. Handelsfirman Weco, Stagneliusvägen 34 (Fack), Stockholm 34. I.R. 18.

### 399 Manufacturing industries

**TAIWAN**—Chinese, Formosan handicrafts, such as ceramic vases, lamp bases, brass trivets, sea-shell lamps, woodcarvings, bamboo baskets, blinds, carved soapstone articles. Hanson's, (export dept. of Heng Shin & Co., Ltd.,), 50 Nanking W. Rd., (P.O. box 1048), Taipei. WTD 2/12/63.

### 739 Business Services

**★★ NETHERLANDS—Trade Mission**

Service organization offers special services to U.S. exporters, warehousing, billing, forwarding. N.V. Maasveem, Pieter de Hoochweg 108, Rotterdam. I.R. 357.★

Consultant specializing in dairy engineering, milk cooling, collection wishes to contact U.S. producers of bulk cooling and collecting machinery, equipment. Max Dekker, Industrial Marketing Consultant, Edam. I.R. 393.

Economic and engineering survey company offers its services to U.S. firms in European Economic Community. C.I.V.I., Prins Hendriklplein 17, The Hague. I.R. 478.

Technical consultant firms offer their services to U.S. firms in seeking plant facilities and financing in Holland. Can also assist in production and sales area. Raadgevend Bureau Voor Industrievestiging (RAGIN), Riouwstraat 216, The Hague. I.R. 304.

**★★ SWEDEN—Trade Mission**

Advertising agency offers complete "package" services or part of it to U.S. firms wishing to manufacture or sell their products, comprising of market analysis services, package designing, advertising. Has facilities for contacting Swedish sales agencies for U.S. manufacturers. AB S. Gumaelius Annonsbyra, Ralambsvägen 7 (Fack), Stockholm 1. WTD 9/19/61. I.R. 19.

## New Trade Lists

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated April unless otherwise indicated.

Aircraft and Aeronautical Equipment Importers and Dealers—Brazil, March.
American Firms, Subsidiaries and Affiliates—Austria, May.
American Firms, Subsidiaries and Affiliates—Venezuela, May.
Architects, Builders, Contractors and Engineers—Japan, May.
Architects, Builders, Contractors and Engineers—Spain.
Automotive Vehicle and Equipment Importers and Dealers—Israel, May.
Beverage, Alcoholic Manufacturers—Brazil, May.
Beverage, Alcoholic Manufacturers—Mexico, May.
Canneries and Frozen Food Producers and Exporters—Portugal, May.
Clothing Manufacturers—France, May.
Dry Goods and Clothing Importers and Dealers—Costa Rica.
Dry Goods and Clothing Importers and Dealers—Malaya, May.
Fruit and Nut Importers, Dealers and Exporters—Republic of South Africa.
Glass and Glassware Importers, Dealers and Manufacturers; Chinaware and Household Pottery Product Importers and Dealers—Philippines.
Glass and Glassware Importers, Dealers and Manufacturers; Chinaware and Household Pottery Product Importers and Dealers—Turkey.
Hide, Skin and Fur Importers, Dealers and Manufacturers—United Kingdom.
Instruments—Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Hong Kong.
Instruments—Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—India, May.
Instruments—Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Pakistan.
Iron and Steel, Nonferrous Metals, and Building Material Importers and Dealers—Ecuador.
Jewelry, Silverware, Timepiece and Giftware Importers and Dealers—Egypt (U.A.R.).
Jewelry, Silverware, Timepiece and Giftware Importers and Dealers—Uruguay.
Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Philippines.
Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Portugal, May.
Office Supply and Equipment, Paper and Stationery Importers and Dealers—Denmark, May.
Office Supply and Equipment, Paper and Stationery Importers and Dealers—Hong Kong.
Office Supply and Equipment, Paper and Stationery Importers and Dealers—Japan.
Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Republic of South Africa.
Plastic Material Importers, Dealers and Manufacturers—France.
Plastic Material Importers, Dealers and Manufacturers—India, May.
Plastic Material Importers, Dealers and Manufacturers—Portugal.
Provisions Importers and Dealers—Malaya.
Tanneries—Brazil, May.
Textile Industry—Austria.
Textile Industry—Costa Rica.
Textile Industry—Denmark, May.
Textile Industry—Thailand.
Tobacco and Tobacco Product Importers, Dealers and Manufacturers—Republic of South Africa.

## Bid deadline extended

The deadline for submitting bids for the supply of fully transistorized carrier and repeater equipment has been extended from June 10 to July 7. (INTERNATIONAL COMMERCE, April 29, p. 34).

## Argentina extends deadline for power plant tenders

The Ministry of Commerce and Industry, Subministry for Water and Electric Energy of the Government of Argentina, has extended the bid deadline on public tender no. 32/63 for the construction of a generating plant at Tucuman from 12:00 noon June 11 to 12:00 noon July 15. (INTERNATIONAL COMMERCE, May 27, p. 24).

Interested firms may review a copy of the conditions and specifications (in Spanish) in the office of Building Materials and Construction Industries Division, Rm. 4002, Department of Commerce, Washington 25, D.C.

## Visiting Buyers and Officials

**AUSTRALIA**—New South Wales Parliamentary Delegation, interested in investigating **trade and tourism.** July 3 via New York for one month. c/o Department of Commerce Field Office, 61st fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Washington, Buffalo, Chicago, Memphis, San Francisco, Los Angeles, Honolulu.

**INDIA**—John S. Halbert, representing Associated British Machine Tool Makers, Ltd., Temple Chambers, 6 Old Post Office St., P.O. box 2050, Calcutta, interested in securing **agency for high capacity horizontal, vertical boring machines as well as rolling mill rolls.** July 1 via New York for two weeks. c/o Drever Co., Red Lion Rd. at Philmont Ave., Bethayres, Philadelphia, Pa. Itinerary: Philadelphia; Hudson, Massachusetts; New York.

**JAPAN**—Mr. Tsunetaro Iwai, Managing Director, representing Nippon Lace Co., Ltd., Nishinokyo, Kyoto, interested in **lace, lace manufacturing.** July 3 via New York for nine days. c/o New York—Barbizon Plaza. Itinerary: New York, Washington, Chicago, Los Angeles, San Francisco, Honolulu.

**TAIWAN**—Observation Team, interested in **food processing equipment, food products markets.** July 14 via New York for one month. c/o Department of Commerce Field Office, 61st fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Philadelphia, Washington, Harrisburg, York, (Pa.), Pittsburgh, Chicago, Seattle, San Francisco, Los Angeles, Honolulu.

## Argentina plans aqueduct

The Provincial Department of Waterworks of the Ministry of Economy, Cosa de Rio Negro, Cordoba 1504, 5° B, Buenos Aires, Argentina, invites bids for the construction of the Aqueduct General Conesa, at San Antonio Oeste, Province of Rio Negro.

The official estimate for the project is 1,150 million Argentine pesos (US $1 equals approx. 137 Argentine pesos). Bid deadline is July 1. Correspondence is preferred in Spanish.

Copies of conditions and specifications can be obtained for 100,000 Argentine pesos from the Commercial Office, Argentine Embassy, 1600 New Hampshire Ave., NW., Washington, D.C.

## Greece changes deadline

The Agricultural Products Technical Equipment Co., (ETEAP), 5 Chalkokondyli St., Athens, Greece, has announced that the bid deadline for the installation of refrigeration plants has been extended from May 28 to July 15.

The number of plants has been reduced from 9 to 5. (INTERNATIONAL COMMERCE, April 29, p. 24).

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, Business and Defense Services Administration, Rm. 4022, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-5589).



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# Calendar

*for international traders*

**June**

**19-July 7**—Chicago International Trade Fair. McCormick Place, **Chicago, Ill.**

**24-28**—Thirteenth Annual International Design Conference. **Aspen, Colo.** Topic: Design and the American Image Abroad.

**28**—Export Expansion Day, Chicago International Trade Fair, McCormick Place, **Chicago, Ill.** Commerce Speaker: Draper Daniels, National Export Expansion Coordinator.

**28**—Memphis World Trade Club, Special Summer Meeting at Ellendale Lodge, Memphis, Tenn.

**July**

**2**—Businessmen's Consultation with the full membership of the U.S. Trade Mission to The Netherlands. **New York, N.Y.** Sponsor: U.S. Dept. of Commerce New York Field Office.

**8**—Businessmen's Consultation with members of the U.S. Trade Mission to The Netherlands. **Detroit, Mich.** Sponsor: U.S. Dept. of Commerce Detroit Field Office.

**8**—Businessmen's Consultation with members of the U.S. Trade Mission to The Netherlands. **Philadelphia, Pa.** Sponsor: U.S. Dept. of Commerce Philadelphia Field Office.

**9**—Businessmen's Consultation with members of the U.S. Trade Mission to The Netherlands. **Chicago, Ill.** Sponsor: U.S. Dept. of Commerce Chicago Field Office.

**9**—Businessmen's Consultation with members of the U.S. Trade Mission to The Netherlands. **Los Angeles, Cal.** Sponsor: U.S. Dept. of Commerce Los Angeles Field Office.

**9**—Consultations with members of U.S. Trade Mission to The Netherlands, Greater Providence Chamber of Commerce, **Providence, R.I.** Sponsors: Greater Providence Chamber of Commerce and U.S. Dept. of Commerce Boston Field Office.

**10**—Businessmen's Consultation with the full membership of the U.S. Trade Mission to The Netherlands. **San Francisco, Cal.** Sponsor: U.S. Dept. of Commerce.


**the semi-annual**

# Checklist

**Publication for International Traders**

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